Board of Trade Journal

Volume 185, No. 3477 Published by Her Majesty's Stationery Office 8 November 1963

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Board of Trade Journal

VOLUME 185, NO. 3477, PAGES 1001-1064

8 NOVEMBER 1963

PRICE 1*s.* 3*d.* NET. SUBSCRIPTION INCLUDING INLAND POSTAGE, £3 18*s.* 0*d.*

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Front cover photograph

This sea water distillation plant was supplied to the States of Guernsey with integral boiler and turbo alternator equipment to produce 500,000 g.p.d. by G. & J. Weir Ltd., as were other similar plants to Kuwait, S.W. Africa, the Bahamas, and those of Curacao and Aruba in the Caribbean. It is of special interest as being the first plant of large output in a temperate zone and also the first to supply water almost exclusively for agricultural purposes, safeguarding as it does the bulb and tomato crop of the island. The sea water distillation interests of G. & J. Weir as well as those of Richardsons Westgarth & Co. Ltd., are now handled by Weir Westgarth Ltd.

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Subscriptions and Sales Inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2192.) Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

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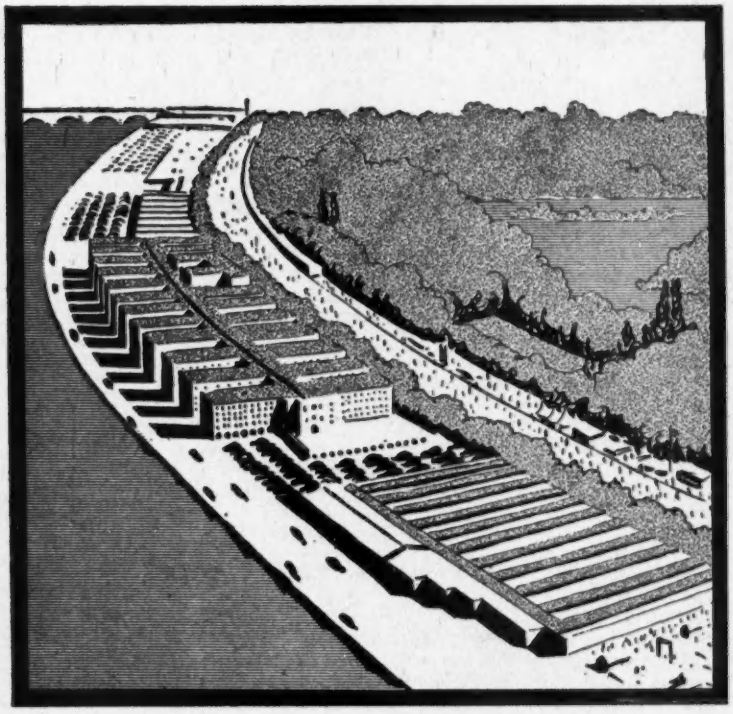

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. . . "Our participation was a great success . . . this was our first appearance and, apart from making many new contracts with French firms, we were also successful in doing business with buyers from other countries. . . . the organisation and the running of the Fair is excellent . . . for British firms to show their wares on the Continent we can highly recommend it."

Mr. J. B. Groome, Export Manager, Mirroware Co. Ltd., Birmingham:

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THE FRENCH MARKET (3)

Prospects for British business in North-East France

BY H.M. CONSUL-GENERAL AT STRASBOURG

In view of the size and variety of the French market, 1962 saw the appointment of Market Officers to the British Consulates-General at Lyons, Marseilles and Strasbourg, and to the British Consulates at Bordeaux and Lille. These posts are now equipped to deal with trade inquiries, and this article, the third of a series, will, it is hoped, enable United Kingdom firms to gauge the opportunities that may exist for their products and to decide whether it would be useful for them to make a more detailed survey on the spot themselves. If such firms decide to do this (as is recommended by the Commercial Department of the British Embassy in Paris), they can be sure of getting help from the Consular Officers and their Market Officers. (The two previous articles were published October 4 and 18.)

THE STRASBOURG Consular District consists of eleven departments, namely Meuse, Meurthe-et-Moselle, Moselle, Bas-Rhin, Haut-Rhin, Territory of Belfort, Vosges, Haute-Marne, Haute-Saône, Doube and Jura.

For French economic and planning purposes these departments, with the exception of Haute-Marne, are grouped into the following regions: Lorraine, Alsace and Franche-Comté. The Haute-Marne forms part of the Champagne economic region, the rest of which is outside the Strasbourg Consular District. The District contains a wide variety of geographical features and the distribution of the population varies accordingly. The Vosges and Jura mountains are, as might be expected, sparsely inhabited and the main centres of population are Strasbourg (233,000), Nancy (133,000) and Metz (109,000) in the North and Mulhouse (110,000) on the Swiss border. A visitor can conveniently cover these main centres either by starting at Metz and continuing east and south or by starting at Mulhouse or Besançon and working northward. Either way, the itinerary can be fitted into more general tours which include the neighbouring countries of Belgium, Luxembourg, Western Germany and Switzerland or other parts of France. There are direct flights from London to Mulhouse/Basle and there is a regular air service between Paris and Strasbourg. During the summer months, there is a daily air car ferry service each way between Southern England and Strasbourg. Alternatively, the ground can be covered in either direction by fast and frequent rail services.

Apart from agriculture, the main resources of the district are iron ore (Moselle), coal (Moselle), potash (Mulhouse), common salt (Nancy area) and timber, mostly pinewood, from the Vosges forests. Steel production is the main industry and is concentrated near the iron ore mines on the Luxembourg border in the northern part of Meurthe-et-Moselle. The area contributes some 67 per cent of total French output of steel. The textile industry (cotton, wool and jute) is more widely dispersed, but is mainly located in the Vosges and Haut-Rhin. Engineering tends to concentrate near the larger towns, e.g. Thionville, Nancy, Strasbourg, Colmar, Mulhouse, Belfort and Socheaux (Peugeot). Chemical production is increasing and the industry is almost certain to expand now that the two Strasbourg oil refineries, which process crude oil fed from Marseilles by the South European pipeline, are in full production. In the south, centred on Besançon is a flourishing and expanding watch and clock industry and in other parts of the Doubs and in the Jura there are a variety of thriving light industries producing such things as spectacle frames, furniture, plastics, inner tubes, motor car accessories, briar pipes and jewellery.

Despite increasing industrialization however, agriculture plays and will long continue to play an important part in the economy of the region. The product is governed by local conditions and, in the Jura, for example, where geography and soil conditions make agriculture either impossible or uneconomic, dairy farming is carried on under conditions which are similar to, and by methods which are almost identical with, those found across the border in Switzerland. But generally speaking, where there are normal soil and topographical conditions, the usual crops are grown, i.e. wheat, rye, barley, oats, beet, potatoes and maize. Sugar beet is also heavily produced but the crop is mainly confined to the Bas-Rhin and the Haut-Rhin from where it can conveniently be despatched for processing at the refinery at Erstein. These two departments also produce tobacco and hops, the latter being grown for use in the breweries, mainly around Strasbourg, which produce most of the Alsatian beer. The wines for which Alsace is famed are pressed from grapes growing on the eastern slopes of the Vosges. Wine production is of major importance and brings much prosperity to the area. Although wine is produced in smaller quantities in other parts of the district, the only other region which produces in any quantity (about 1/10th of the Alsace figure) is

Mr. Richard Deroure, director, and M. Rene Maigret, sales manager, of Societe Sopalin, the French associate of Kimberly-Clark Ltd., being shown a model of the mill site at Larkhill by Mr. C. W. Ryan (right), sales and marketing manager of Kimberly-Clark's Industrial Division during their recent visit. The visitors came over to study methods of manufacture, distribution and costing of hygiene paper products.

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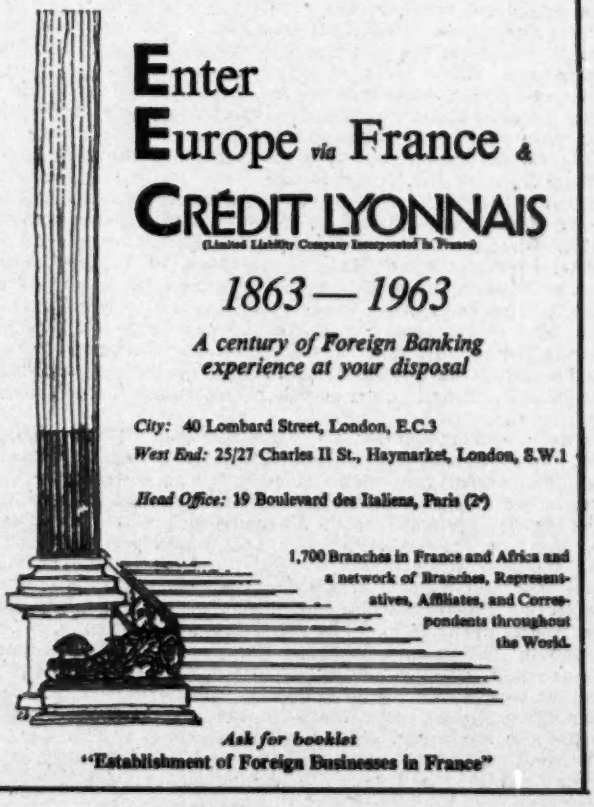
the Jura and although the wines produced there may not be as well known outside France as those of Alsace they are nevertheless a basic industry for a good many people.

This all adds up to the fact that in the consular district of Strasbourg alone there are some half a million people employed in industry and about 130,000 employed on the land and that most of them have money to spend on non-essentials. With an increasing tendency for wives to go to work, there is a greater demand for washing machines, vacuum cleaners and other labour-saving devices. Moreover, in a country where it is not customary to deliver milk, the refrigerator is becoming a must for the working wife who no longer has time for the daily trek to the dairy. Increasing industrialization is resulting in a shortage of domestic help which in turn creates a greater demand for household gadgets. Another by-product of the working wife is an increased demand for easily prepared foodstuffs and super-market style shopping facilities. Quick frozen foods and canned goods are expensive, unimaginative and poorly presented. The first, and to most people, the most serious of these disadvantages was brought home to would-be purchasers last winter when fresh vegetables either gave out altogether or priced themselves beyond the reach of most people's pockets.

Unfortunately, British goods are not much in evidence in this part of France and those which are to be found are often on sale at prices which have been inflated out of all proportion by their passage through the hands of various middle-men. But it is quite obvious from the steady sale of certain British products that British goods can outsell others in this very competitive market provided producers take the trouble to ensure that their goods are handled in the right way. In this connection the following points are worth bearing in mind:

1. If you think that your product would sell here (and in fact, there are few products that would not, given the right treatment) try to pay a personal visit or send a representative who speaks French. Experience has shown that nothing can take the place of personal contact and if you need advance information or help whilst you are here, write to the Market Officer. When you do come, do not be dismayed by the variety of goods from other countries which you will see in the shops. If your foreign competitors have gained a foothold in the market, you can almost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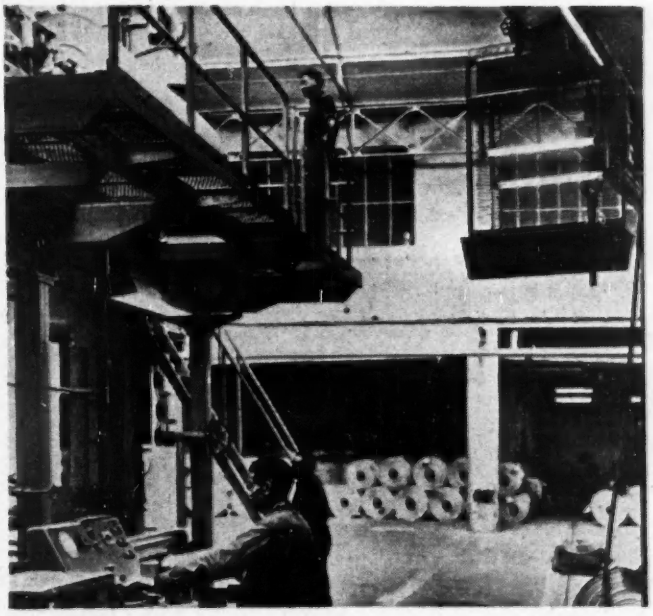
certainly do the same. And remember that the man who sells the goods is in business as you are, for profit. He does not care where the goods come from or who produces them provided they bring him a worthwhile return and satisfy his customers.

2. Having explored the possibilities and found them promising, the next step will be to find an agent. Many British firms wishing to export to the French provinces try to solve this problem by appointing an agent in Paris and leaving the rest to him. This can work, provided the agent has a sales network which covers your target area. Many, however, do not, despite what they say and it is usually far more satisfactory to appoint an agent in the area. The Market Officer can help over this.

3. If a personal visit is quite out of the question please remember that it is essential when dealing with firms in this part of France to correspond in French. Material written in other languages tends to be ignored and some businessmen even regard such approaches as an affront or at least as a sign that the writer has no serious intention of doing business. The same applies to leaflets, etc. used to introduce your product to potential buyers or agents. This material must be in French if it is to be effective. If heavy printing costs or other reasons prevent your producing leaflets, etc. in French the difficulty can be overcome by getting an agency in the United Kingdom to provide a translation of your literature which can then be stencilled and attached to the English version before despatch. Moreover, the translation may prove useful to you in your efforts elsewhere, e.g. in Belgium, Switzerland and other parts of the world where French is spoken. It is also important, particularly where technical data are concerned, to ensure that the metric system is used for the quotation of all sizes, weights and measures. Prices should be quoted in French francs c.i.f. to the destination concerned. If your product interests the man at this end, the first thing he wants to know is how your prices compare with those of your competitors. It is a farly simple matter for him to calculate the duty, taxes, etc., which will be levied on your goods in France but it is often difficult, if not impossible, for him to work out the freight and insurance costs. *(See page 1012 for further information about the French market.)*

Industrial assurance report

The annual report for 1962 of the Industrial Assurance Commissioner has been published. It deals with industrial assurance business transacted by 15 countries and 90 collecting societies during the year. Copies of the report are available from H.M. Stationery Office. Price 3s.



An Insect-O-Cutor unit (top right) supplied by Henry Simon Ltd., Stockport, in the calendering department of the Papeteries Laroche-Joubert of Angouleme paper manufacturing factory at Basseau. The French firm has completely solved an annual problem created by the presence of winged insects drawn into the factory during warm weather by the lights of the machine shops by installing an Insect-O-Cutor. The units comprise 'black light' lures and electrically charged grids.

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Home News

Secretary of State in the North-East

Mr. Edward Heath handing over the key of an advance factory at Newton Aycliffe to Mr. R. H. Morris, managing director of Crane Ltd.

Photo: The Middlesbrough Evening Gazette

DURING A VISIT to the North-East on November 1, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, handed over an advance factory on the Aycliffe Trading Estate, visited the site of a new advance factory at Birtley and met members of the North-East Development Council, the T.U.C. Advisory Committee, the Regional Council of the Federation of British Industries, and leading North-East industrialists.

In handing over the new factory to Crane Limited, which produces domestic central heating equipment, and is a wholly-owned subsidiary of an American firm, Mr. Heath described the new venture as an expression in steel and concrete of progress and development and the provision of employment in the North-East.

'This particular project is an admirable example of the way in which Government and industry, not only in Britain, but on the other side of the Atlantic, are working together in partnership to create development in this important region,' he said.

It was rather less than a year ago that the Government had announced a programme for further advance factories for the North-East and it was only in June that a start had been made on the Aycliffe factory which was now within a few weeks of completion. 'This, I hope', said the Secretary of State, 'will be characteristic of the whole of the North-East in the future.'

The new factory was expected to provide employment initially for about 200 men but there was ample room for expansion.

The Secretary of State said he was also pleased to announce that the Board of Trade had received a firm application for an advance factory being built at Stockton.

Mr. S. A. Sadler Forster, chairman of the Industrial Estates Management Corporation For England, said it was a great encouragement to Aycliffe that one of Mr. Heath's first duties was to hand over the new factory.

Mr. Robert Morris, managing director of Crane Limited, paid tribute to the Board of Trade, the Estates Management Corporation and the North-East Development Council for their help on the project. 'In all my commercial experience I have never seen better co-operation from all concerned,' he said. He expected that the plant would expand from three to five times its present size within a few years.

Later, at a Press Conference in Newcastle, the Secretary of State said he regarded his appointment as 'a big task and, I believe, a very exciting one'.

Details of the long-term Government plans for the region would be announced at the same time as those for Central Scotland, in White Papers on November 14.

The White Paper on the North-East would be based on Lord Hailsham's report and other Government findings. The Hailsham Report as such would not be published.

The Secretary of State denied that there would be a 'Supremo' or 'Governor-General of a Colony' appointment in the North-East, as had been suggested by some newspaper reports. He said that neither he nor Lord Hailsham had ever considered such an appointment.

As Secretary of State he regarded himself as the leader of a team who were going all out to make a success of regional development. 'I have the enormous advantage of having a great Department of State behind me,' he said.

This did not mean, however, that this was a case of a Super Minister in a Super Ministry imposing things on other people. Regional development was a matter of co-operation between the Government and local authorities, voluntary bodies and industry.

He felt it was right that the Board of Trade should have responsibility for regional development because industry and trade were the essential basis for regional prosperity.

The Secretary of State also told the conference that as a result of the Local Employment Act, 1963, there had been a great upsurge of applications for standard grants. Of these 280 (more than a third of the total) were for the North-East and the Board of Trade had now approved in principle, or otherwise dealt with, 160 of them. 'We have made special arrangements to speed up the procedure,' he said.

Private Secretaries to Mr. Edward Heath

The Secretary of State for Industry, Trade and Regional Development has appointed Mr. P. W. Carey to be his Private Secretary, and the Hon. W. J. L. Plowden to be his Assistant Private Secretary.

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, opening the Strathleven Bonded Warehouses Ltd., a new whisky blending and bottling warehouse promoted by the Proprietors of Hay's Wharf Ltd., during his recent visit to the West of Scotland. The Secretary of State is seen with Sir Rupert de la Bere (left), chairman and joint managing director of the Proprietors of Hay's Wharf Ltd.; and from right to left; Mr. Charles H. Everist, managing director of Strathleven Bonded Warehouses Ltd.; Mr. R. Cobbold, joint managing director of Justerini and Brooks; Lord Clydesmuir, Scottish Council (Development and Industry); and Sir Andrew Murray, chairman of Justerini and Brooks.

Photo: The Glasgow Herald

Hope for Anglo-Portuguese development

—Mr. E. du Cann

MR. EDWARD du Cann, Minister of State, Board of Trade speaking at the London Chamber of Commerce luncheon, for the Conde de Caria, President of the Lisbon Chamber of Commerce, in London on October 31 said: 'As an old ally of Great Britain and as a fellow member of EFTA Portugal's economic development is of great interest to Britain. It is the hope of H.M. Government that British industry will be able to play a full part in that development, in two ways.'

Mr. du Cann said the two ways were 'Through bodies like the Economic Development Committee, which was set up after the EFTA Ministerial Meeting at Lisbon in May last, and one of whose functions is to interest private enterprise in the promotion of industrial growth in other EFTA countries, and by way of direct contacts with Portuguese industry. There is advantage to both partners in this. As Portugal diversifies her economy, and as new industries develop, new markets and new opportunities are created for British firms, to supplement more traditional outlets for our exports.'

First meeting of the EFTA Economic Development Committee

WITH A VIEW to facilitating co-operation in the field of economic development among governments as well as among private enterprises, the European Free Trade Association Ministers meeting in Lisbon last May decided to establish an Economic Development Committee. This Committee will hold its first meeting, which will be largely exploratory, in Geneva on November 11. Member countries will be represented by their national delegates.

Board of Trade Minister to visit British fashion display in Paris

FOR HIS first appointment abroad, Mr. Edward du Cann, the new Minister of State, Board of Trade, will visit Paris on November 12, to see the British display at the sixth Salon International du Pret a Porter Feminin (November 10-18). The Minister will attend a reception in the evening given by the 19 British exhibitors. Sir Pierson Dixon, British Ambassador in Paris, will also be present. The British display has been organized by the Board of Trade in collaboration with the British Fashion Export Group.

Parliamentary Secretary sees deputation from Lancashire

MR. DAVID PRICE, Parliamentary Secretary, Board of Trade, received a deputation from Newton-le-Willows Urban District Council, on October 30.

The object of the deputation was to discuss the employment problems arising from the forthcoming closure of British Railways' Wagon Workshops at Earlestown, and the reduction in employment by English Electric Ltd. The deputation asked that the Earlestown area should be added to the list of Development Districts.

Mr. Price said that the Board of Trade were fully aware of the position. Experience up to date had not shown that a significant proportion of the workers who had so far left were remaining on the unemployment register, and it did not therefore appear at present that it would be necessary to make available to this area the facilities of the Local Employment Acts. But the Board of Trade would of course continue to keep a careful watch on the position.

The deputation also emphasized their view that British Railways' Viaduct Works should be retained on the grounds of efficiency, economy and social consequences. Further discussion was given to the problem of transport services, not merely of passengers in the normal run of activities but of the industrial workers travelling into Earlestown and to the outside towns and districts.

Mr. David Price on standardization in industry

In his speech at a luncheon given by the Engineering Equipment Users' Association in London on November 5, Mr. David Price, Parliamentary Secretary, Board of Trade, said:

'Another important factor, as you know, in achieving greater efficiency is standardization. Good and up-to-date standards and codes of practice are of prime importance to our industry today. But if standards are vital to our efficiency at home they are equally vital to our exports. The importance of standards is gaining increasing recognition throughout the world and National Standards Organizations have been established in more than 50 countries. One has only to consider this latter fact for a moment to realise the implications for our exporters.

'If national standards are formulated in important export markets and if they vary in some material way from country to country, especially from current practice in the United Kingdom, it is going to be increasingly difficult and expensive for our manufacturers to continue to supply these markets. Whether or not there is a legal requirement in the countries concerned that imports should conform to their national standard, more and more customers are likely to turn to products which comply with standards which they know and understand.'

Finance for textile factory for Guinea

THE EXPORT CREDITS Guarantee Department on October 23 signed a financial guarantee providing for the financing of the Platt Bros. (Sales) Ltd., contract for a textile factory in Guinea, and the Midland Bank has now finalized arrangements by signing in Conakry the financial agreement for the loan with the Central Bank of the Republic of Guinea.

The loan is for £2·5 million, representing the bulk of the United Kingdom element in the contract price of £3·5 million, and the contract is for Platt Brothers (Sales) Ltd., leading a consortium of companies to build a complete spinning, weaving and finishing factory in the Conakry area of Guinea.

N.E. advance factory occupied

A. Reyrolle and Company Limited of Hebburn have occupied an Advance factory built at Simonside, South Shields, County Durham, by the Industrial Estates Management Corporation for England on behalf of the Board of Trade, for the company's development work on its new 400kV air blast circuit breakers. A third of the total number of machines are now installed. The new factory employs 45 of the two hundred men who will eventually work there. It is anticipated that the factory will be fully productive by the autumn of next year.

BOARD OF TRADE JOURNAL

PRICE INCREASE

The Board of Trade and H.M. Stationery Office announce that from January 1, 1964, the price of the 'Board of Trade Journal' will be increased from 1s. 3d. to 1s. 6d. (annual subscription, including inland or surface but not air postage, will be increased from £3 18s. to £4 12s. 6d.).

Trend report on organization of civil science

THE REPORT OF THE Committee of Inquiry into the Organization of Civil Science, set up by the then Prime Minister in March 1962, under the chairmanship of Sir Burke Trend, has been published as a Command Paper (Cmnd. 2171, H.M. Stationery Office, price 4s.). It is prefaced by a foreword in which Lord Hailsham, Lord President of the Council and Minister for Science, says that before taking decisions, the Government will consult the various bodies affected by the recommendations.

The Committee suggests that the present functions and responsibilities of the Department of Scientific and Industrial Research should be distributed between three new research organizations: a new Science Research Council, a new National Resources Research Council and a new Industrial Research and Development Authority. It recommends that the relationship between the Minister for Science and the existing and proposed research agencies should remain as at present but recommends that the Minister should assume additional substantial responsibilities for promoting civil scientific research and development. A new advisory body to the Minister would be constituted.

New Research and Development Centre opened by South Wales Switchgear

A £300,000 RESEARCH AND DEVELOPMENT Centre at the South Wales Switchgear Ltd. factory at Pontllanfraith, Monmouthshire, was opened by Sir Ronald S. Edwards, chairman of the Electricity Council, on November 4. Opening the Centre, Sir Ronald said that the laboratory was a major landmark in the history of the company, in the industrial development of the country and in the development of Wales. Sir Ronald referred to the export record of South Wales Switchgear which at present is about 40 per cent of the firm's total production. Recent export orders of the company include a 'packaged' 66 kV unit circuit breaker for the China Light and Power Company in Hong Kong; 33 kV circuit breakers, valued at £100,000 each, for Greece and the Bahamas; an 11 kV circuit breaker valued at £100,000 for Christchurch, New Zealand, and a £500,000 order for equipment for Kuwait.

The Research and Development Centre, with the emphasis on development rather than on research, will play a major role in the company's export programme, stated a company official. The opening of the Centre marked the 21st year of the company.

At the conclusion of his speech, Mr. A. J. Nicholas, chairman of the Aberdare group of companies of which South Wales Switchgear is a member, read a telegram from Mr. Frederick Erroll, Minister of Power and formerly President of the Board of Trade, in which he said: 'By setting up the new Research and Development Centre, I am sure you will help to improve the supply and use of electricity in this country and will increase the competitive standing of your goods in the export market.

'In the highly technical field of electricity, research and development and the high level of technical competence which I know you promote by your training schemes are of great importance in maintaining the industrial standing of this country'.

London firm to develop in N. Ireland

THE KLINGER Manufacturing Co. Ltd., of Edmonton, London, who manufacture textile machinery, hosiery and knitwear and process synthetic yarns have leased at Ballymena, Co. Antrim, a 30,000 sq. ft. factory built by the Northern Ireland Ministry of Commerce. Operations will begin almost at once for the bulking and dyeing of synthetic yarns and also for textile machine building. The new Ballymena factory is expected to employ, within two years, 550 workers, of whom 450 will be men.

Klinger Manufacturing Ltd., at present employ more than 2,000 people in factories in London, Thanet and Lancashire.

Mr. W. G. Castell, chairman and managing director, said: 'Klinger Manufacturing are very active today in the export market and we shall concentrate on this sector in our Northern Ireland factory. We are satisfied that the communications to and from Northern Ireland are excellent and our export trade will be as efficient from Ulster as from Great Britain.'

NATO codification system

H.M. GOVERNMENT have co-operated with the other members of the North Atlantic Treaty Organization in the operation of a common system of identifying and classifying items of military equipment and stores used by the Armed Forces of the member countries.

Purchases made by NATO and Foreign governments or agencies on behalf of their Armed Forces normally contain the NATO codification Standard Contract Clause in their tender and contract documents. It is clear that contractors do not always know to whom they should refer.

All manufacturers who receive tenders/contracts from foreign countries containing the above clause stating 'The contractor will furnish to the Agency and/or Agencies responsible for codification in the producer country.....data will be furnished in accordance with the guide for the preparation of item identifications provided by the codification bureau of the designated Agency in the producer country' should contact the United Kingdom Codification Authority (UKCCA) for any advice they may require on the work/costs this might involve. Correspondence should be addressed: UKCCA (CCA5), 73/75 The Strand, London, W.C.2. (Tel. Temple Bar 1570, Ext. 626).

A new booklet is at present at print entitled 'Manufacturers Guide to Codification'. Copies will be available shortly, free of charge from the above address.

Jute industry working group

THE BOARD OF TRADE announcement of August 13 (see *Board of Trade Journal* dated August 16, 1963, page 328) about changes in the protection given to the jute industry, stated that an inquiry would be set up to advise the Government on possible alternatives to a uniform percentage mark-up on certain types of jute goods imported and resold by the Jute Control. It has now been decided that this will take the form of an informal Working Group, under Board of Trade Chairmanship, of representatives of employers and employees in the industry, of jute goods merchants, and of Government Departments. The Association of Jute Spinners and Manufacturers, on behalf of the employers, the principal trade unions concerned, on behalf of the employees, and the United Kingdom Jute Goods Association on behalf of merchants have been invited to nominate representatives. The Group will be known as the Jute Industry Working Group, and its first meeting will be held in London shortly.

The Working Group would welcome *written* representation from any organization or persons wishing to bring any matter to its attention. This material should be sent to: The Secretary, Jute Industry Working Group, and its first meeting will be held in London, S.W.1, to reach him by the end of November.

New foreign language exams for British exporters

THE LONDON and Birmingham Chambers of Commerce have announced a new scheme of foreign language examinations for British businessmen engaged in overseas trade. The new examination will be in three grades – elementary, intermediate and advanced, to be held by the London Chamber of Commerce. The examinations will reflect the modern trend on language study – the speaking and comprehension of a language, and to ensure standardization wherever possible, tape recordings will be used for various sections. The Certificates which will be awarded to the successful candidates will be jointly issued by the Birmingham and London Chambers.

The two Chambers hope that with these new examinations an expression such as 'Nowadays everyone speaks English so why should I learn their language?' will vanish and British businessmen will be better equipped when conducting overseas trade.

CHANGE OF ADDRESS OF SOME BOARD OF TRADE DEPARTMENTS

Readers are reminded that the following Board of Trade departments have moved from Horse Guards Avenue, London, S.W.1, to Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Tel. Sullivan 3400).

Technical Section of Engineering Industries Division;
Organization and Methods, and Staff Inspection Sections of Establishment Division;
Duty Remission Branch of Tariff Division.
All applications made under Section 6 of the Import Duties Act 1958 for the remission of duty on imports of certain classes of goods as specified in the Fourth Schedule to the Act and correspondence in that connection, should be addressed to Sanctuary Buildings.
Solicitor's Department – Prosecutions and Investigations;
Hire Purchase Enforcement Section of Industries and Manufacturers Department Division 2.
Insurance and Companies Department.

Export of works of art

THE TENTH REPORT of the Reviewing Committee on the Export of Works of Art, published on October 31*, begins by considering how the system of export control has worked during the ten years since the Reviewing Committee was set up. Altogether the Committee has considered applications for export licences for 60 works of art. Thirty-seven of these have been prevented from leaving the country and 34 have been bought by public collections in the United Kingdom.

During this period special grants totalling £135,050 were made by the Government to museums and galleries to help them buy works of art which had been referred to the Reviewing Committee. But the Report emphasizes that the very existence of the Committee is of greater value as a control than its operation in specific cases, because it has the effect that the most important works are usually offered to national collections without ever coming on to the export market.

The Committee repeats the recommendation made in the 9th Report that a fund should be set up from which special grants to museums and galleries could be made without the need for a Supplementary Estimate. Such a fund, the Committee suggests, would be particularly useful if several important works of art came on to the market together or in rapid succession.

Part II of the Report deals with the year ending June 30, 1963, in which 3,031 applications to export works of art were received by the Board of Trade. Four of these applications were considered by the Reviewing Committee because the Board of Trade's expert adviser objected to export on grounds of national importance; in one case the Committee recommended that an export licence should not be issued.

The appendices to the Report show that the total value of imports of works of art in the period July 1962 - June 1963 was about £16 million and of exports over £20 million. Of these exports about £3¼ million worth were considered individually by the expert advisers because of their importance.

* H.M. Stationery Office, Cmnd 2174, price 3s.

Protection of performers, producers of phonograms and broadcasting organizations

THE United Kingdom Permanent Delegate has been instructed to deposit this country's instrument of ratification of the above Convention with the Secretary-General of the United Nations. The Convention, drawn up in Rome in October 1961, provides for international recognition and protection of the so-called 'neighbouring rights' which supplement those in copyright granted to authors and creators of literary and artistic works.

The Convention comes into force after the deposit of the sixth instrument of ratification, acceptance or accession. So far, in addition to the United Kingdom, instruments have been deposited by Congo (Brazzaville), Niger and Sweden. It is thus not yet in force.

Copies of the Convention (Miscellaneous No. 3 (1962), Cmnd. 1635) are available from H.M. Stationery Office, price 1s. 0d., postage extra.

Purchase tax exemptions on some drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 5) Direction 1963, which temporarily exempts further essential drugs and medicines from tax. The effect of the direction, which became operative from November 1, is to make the following additions and extensions to the Schedule to the Purchase Tax (No. 2) Order 1963:

The additions

To Head I of the Schedule

Hypertonic solutions, sterilized and pyrogen-free, designed solely for peritoneal dialysis;

To the entries listed as substances prepared for use by injection, the following:

Aqueous solutions of dextrose, sodium acetate and the chlorides of calcium, magnesium, potassium and sodium, whether containing a preservative or not, prepared solely for veterinary purposes;

To Head III of the Schedule

Chlorphentermine, and salts thereof;
Glycopyrronium bromide;
Methocarbamol;
Quinethazone;

The extensions

In Head II, to the entry relating to 'Carbarsone' after "Carbarsone' insert, 'and salts thereof.'

In Head II, to the entry relating to 'Carbarsone' after after 'acetylsalicylic acid' inserts 'or paracetamol'.

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this direction. Traders known to be concerned are being separately notified.

Open General Licence for aluminium scrap and metallic residues

AT THE REQUEST of the Ministry of Aviation the Board of Trade announce that arrangements have been made to permit the continued export of specified types of aluminium scrap and metallic residues.

An Open General Licence has been issued permitting the export to any destination during the period November 17, 1963, to February 16, 1964, of aluminium scrap and residues as detailed below:

(1) Scrap and old metal being material wholly or mainly by weight of aluminium or alloys containing 70 per cent or more by weight of aluminium, other than:
  (i) scrap wrought material (including foil);
  (ii) scrap comprised of articles consisting wholly or mainly by weight of wrought material;
  (iii) unused cast scrap;
  (iv) swarf, turnings, millings, borings and routings.
(2) Metallic residues, the following:
  (i) aluminium skimmings and dross;
  (ii) aluminium ball mill dust.

Inquiries about this Licence should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757). Copies of the Open General Licence will be obtainable from H.M. Stationery Office. Price 3d., by post 5½d.

Note:

The new Open General Licence allows for a further period of three months the continued free export of certain specified types of aluminium scrap and metallic residues. The current Open General Licence covers the period from August 17, 1963 to November 16, 1963 (see *Board of Trade Journal*, dated August 2, 1963, page 239).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by November 22, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	*sym*Dichlorotetrafluoroethane.	Dichlorotetrafluoroethane	December 31, 1964	2816
29.16	2 - Hydroxy - *m* - toluic acid (—COOH=1).	2 - Hydroxy - m - toluic acid.	December 31, 1964	6190
29.35	5 - Chloro - 2 - (3 : 5 - di*tert* - butyl-2-hydroxyphenyl)-benzotriazole.	2 2'-Hydroxy-di-3', 5'-tert butyl phenyl 5-chlorobenzotriazole.	December 31, 1964	6065
29.35	L-Histidine . . .	L. Histidine base . .	December 31, 1964	6315
29.37	*o* - Cresolsulphonephthalein - 6:6' - di(methylaminodiacetic acid), tetrasodium salt).	As in previous column .	December 31, 1964	6335
39.01	Polycondensation products of adipic acid and aliphatic alcohols, having an acetyl value of not less than 34 and not more than 38 and having an acid value of less than 1.	Polycondensation products of adipic acid and aliphatic alcohols.	December 31, 1964	6235
85.14	Microphones, of a kind for incorporation in deaf aids: (a) of approximately cylindrical shape, not exceeding 18 mm. in diameter and 8 mm. in thickness exclusive of leads; (b) of approximately rectangular shape with a maximum dimension not exceeding 18 mm. exclusive of leads.	Components for hearing aids.	December 31, 1964	7483
85.14	Amplifier units, of a kind for incorporation in deaf aids, containing not less than two and not more than five transistors and weighing less than 1¼ ozs. each.	Ditto	December 31, 1964	7483
85.18	Tantalum capacitors, of a kind for incorporation in deaf aids, approximately cylindrical in shape, with a maximum diameter not exceeding 3 mm. and a maximum length not exceeding 7 mm. exclusive of leads.	Ditto	December 31, 1964	7483
85.19	Carbon track volume controls, of a kind for incorporation in deaf aids: (a) of drum type with a cylindrical drum not exceeding 12 mm. in diameter and 4 mm. in thickness; (b) of sliding type with a length of carbon track not exceeding 7 mm.	Ditto	December 31, 1964	7483
90.19	Chassis, of a kind for incorporation in deaf aids, with cylindrical drum volume control not exceeding 12 mm. in diameter and 4 mm. in thickness mounted thereon.	Ditto	December 31, 1964	7483
90.19	Earphones of a kind for incorporation in deaf aids: (a) of approximately cylindrical shape, not exceeding 18 mm. in diameter and 8 mm. in thickness exclusive of earmould nipples and leads; (b) of approximately rectangular shape with a maximum dimension not exceeding 16 mm. exclusive of earmould nipples and leads.	Ditto	December 31, 1964	7483
29.04	Hexane-1:6-diol . .	(Hexanethlene glycol) .	December 31, 1964	6321
29.23	L-Aspartic acid . .	L-Aspartic acid . .	December 31, 1964	5188
29.23	*m*-Phenetidine . .	m-Phenetidine .	December 31, 1964	1755
29.31	Thiodiglycollic acid .	Thiodiglycollic acid .	December 31, 1964	6319
29.31	Trichloromethanesulphenyl chloride.	As in previous column .	December 31, 1964	6317
29.35	Cyclomethycaine hydrogen sulphate.	Cyclomethycaine sulphate	December 31, 1964	6298
29.35	DL-Proline . . .	DL-Proline . . .	December 31, 1964	6318
38.03	Activated carbon: (a) of which not more than 5% by weight passes a sieve having a nominal width of aperture of 300 microns and conforming to British Standard 410 : 1962 and (b) having an apparent density of not less than 0·42 and not more than 0·55 grammes per millilitre as determined in accordance with British Standard 1460 : 1948 and (c) which on ignition at 950°C. yields not more than 8% by weight of ash and (d) which when 5 grammes are shaken at ambient temperature for 2·5 hours with 100 millilitres of filtered aqueous solution containing 1·5 grammes of methylene blue conforming to the requirements of the British Pharmacopeia gives after filtration a solution not deeper in colour than one consisting of 0·20 grammes of such methylene blue in 100 millilitres of water.	Granular activated carbon.	December 31, 1964	6066

Import Duty Drawbacks (No. 8) Order 1963

THE TREASURY have made the Import Duty Drawbacks (No. 8) Order 1963, which:

(i) provides for the allowance of drawback of import duty on imported linseed oil used in the manufacture of certain specified linoleum composition for export, and provides for the reduction in the rates of drawback of import duty on imported linseed and linseed oil used in the manufacture of other specified exported goods including printers' inks.

(ii) provides for an increase in the rate of drawback of import duty on imported soya beans used in the manufacture of specified exported soya bean oil, and

(iii) revokes the existing provisions for the allowance of drawback of import duty on imported solid potassium hydroxide used in the manufacture of potassium amyl xanthate and potassium ethyl xanthate for export.

The Order came into operation on November 6 and has been published as Statutory Instruments 1963, No. 1792. Copies are obtainable from Her Majesty's Stationery Office.

New Officers for Man-Made Fibres Federation

At the annual meeting of the British Man-made Fibres Federation, Mr. F. C. Bagnall was elected chairman in succession to Sir William Palmer who now becomes the Federation's president. Mr. Bagnall, already chairman of the Man-made Fibres Producer's Committee, has been the Federation's vice-chairman for the past two years. He is managing director of British Nylon Spinners.

The Import Duties (Temporary Exemptions) (No. 10) Order 1963

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 10) Order, 1963, which provides that the goods mentioned in Schedule 1 shall be temporarily exempted from import duty, and those mentioned in Schedule 2 shall continue to be exempted from import duty, until January 1, 1964

The Order came into operation on November 6, and has been published as Statutory Instruments 1963, No. 1791

Copies may be obtained from H.M Stationery Office.

Dealers in securities

THE FOLLOWING changes have taken place during October in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958:

Licensed Dealers

Insert: Austin Securities Ltd.,
42 Bedford Avenue,
London, W.C.1.

Delete: Freese, Son & Pryce
(Cuthbert Steriker Collingwood),
91 Bishopsgate,
London, E.C.2.

Delete: Ansbacher & Co., Henry,
117 Bishopsgate,
London, E.C.2.

Delete: Bates, Edward, & Sons Ltd.,
Cunard Building,
Liverpool, 3.

Exempted Dealers

Insert: Manchester Exchange and Investment Bank Ltd.,
53 Spring Gardens,
Manchester, 2.

Insert: Ansbacher (Henry Ansbacher & Co.),
117 Bishopsgate,
London, E.C.2.

Insert: Bates (Edward Bates & Sons Ltd.),
Cunard Building,
Liverpool, 3.

Change of Address: Leadenhall Investments & Finance Ltd.
Delete: 15 St. Swithins Lane,
London, E.C.4.
Insert: 40/42 Cannon Street,
London, E.C.4.

Change of Address: Car & General Insurance Corporation Ltd.
Delete: 83 Pall Mall,
London, S.W.1.
Insert: Royal Exchange,
London, E.C.3.

Change of Address: Motor Union Insurance Co. Ltd., The
Delete: 10 St. James's Street,
London, S.W.1.
Insert: Royal Exchange,
London, E.C.3.

Change of Address: Local Government Guarantee Society Ltd., The
Delete: 7/9 St. James's Street,
London, S.W.1.
Insert: Royal Exchange,
London, E.C.3.

Change of Address: United British Insurance Co. Ltd.
Delete: 7/9 St. James's Street,
London, S.W.1.
Insert: Royal Exchange,
London, E.C.3.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Board of Trade have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of both booklets are available free of charge at the Board of Trade in London and at the Board of Trade Regional Offices throughout the country.

New defence specifications

THE MINISTRY OF DEFENCE has announced that the following documents in the Defence series have been published by H.M. Stationery Office, Kingsway, London, W.C.2, and branches, from whom copies may be obtained.

Documents	Particulars	Price
		s. d.
NEW DOCUMENTS:		
DEF-145	Melamine resin bonded glass fabric sheet for electrical purposes	2 6
DEF-1418	Paint, priming, aluminium, for wood	1 6
DEF-1420	Dry powder, fire extinguishing, foam compatible	1 6
REVISIONS:		
DEF 1, Issue No. 2	General specification for primary batteries (dry and inert Leclanche types).	
	Supplements Nos. 1-9 and 11-60 each	1 0
DEF-24-B	Steel for forged or machined shell bodies and proof shot (unhardened steel)	2 0
DEF-1098-A	Engineers' files	2 0
DEF-1129-A	Socks, wool, men's and boys', coarse gauge	2 0
DEF-2401-C	Service gasoline; combat gasoline F-46; combat gasoline, sub-zero, F-48	1 6
AMENDMENTS:		
DG-5, Amdt. No. 1	Reclamation of worn parts by metal spraying	5
DEF-17-A, Amdt. No. 1	Zinc alloy pressure die castings	3
DEF-30, Amdt. No. 1	Aluminium alloy pressure die castings	3
DEF-62, Amdt. No. 3	Sealed electrical indicating instruments	1 3
DEF-113,Amdt. No. 1	Paper, jointing	8
DEF-1035-C, Amdt. No. 1	Paint, priming, red oxide of iron/zinc chrome	3
DEF-1036-C, Amdt. No. 1	Paint, priming, red oxide of iron/zinc chrome, stoving	3
DEF-1039-A, Amdt. No. 1	Paint, priming, zinc chrome	3
DEF-1041-A, Amdt. No. 1	Paint, finishing, for the exterior of jerricans	3
DEF-1044-B, Amdt. No. 1	Paint system for alkyd finishing of vehicles	3
DEF-1045-A, Amdt. No. 3	Paint, finishing, vehicles, high gloss, stoving; ditto heat resisting; ditto undercoat	3
DEF-1048-B, Amdt. No. 1	Paint, finishing, ammunition; ditto priming	3
DEF-1049-B, Amdt. No. 1	Paint, finishing, ammunition, stoving; ditto priming	3
DEF-1050-B, DEF-1051-A } Amdt. No. 1	Paint, finishing, ammunition, single coat	
	Paint, finishing, ammunition, single coat, stoving	3
DEF-1052-A, Amdt. No. 1	Paint, finishing, general service, gloss	3
DEF-1053		
Method No. 29, Amdt. No. 2	Resistance to sea water immersion	3
Method No. 35, Amdt. No. 1	Heat retardance (indirect heating method)	3
Method No. 36, Amdt. No. 1	Resistance to intermittent salt spray	3
Method No. 51, Amdt. No. 1	Stopping properties (metal surfaces)	3
DEF-1068-A, Amdt. No. 2	Jackets, constabulary, supervisory ranks	3
DEF-1071, Amdt. No. 3	Trousers, constabulary, supervisory ranks	3
DEF-1096-A, Amdt. No. 1	Paint, finishing, general service, gloss, stoving	3
DEF-1110, Amdt. No. 2	Paint, war equipment, matt; ditto heat resisting	3
DEF-1111, Amdt. No. 2	Paint, war equipment, matt, stoving, ditto heat resisting	3
DEF-1141, Amdt. No. 2	Paint, finishing, for the interior of jerricans, stoving; ditto for exterior	3
DEF-1145, Amdt. No. 2	Paint system for cellulose finishing of vehicles	3
DEF-1167, DEF-1168k } Amdt. No. 1	Paint, finishing, ammunition, single coat, lead free	3
	Paint, finishing, ammunition, single coat, stoving, lead free	3
DEF-1170-A, Amdt. No. 1	Paint, priming, red oxide of iron/zinc, chrome, stoving, lead free	3
DEF-1171-A, Amdt. No. 1	Paint, priming, red oxide of iron/zinc chrome, lead free	3
DEF-1174, Amdt. No. 1	Paint, finishing, ammunition, lead free; ditto priming	3
DEF-1175, Amdt. No. 1	Paint, finishing, ammunition, stoving, lead free; ditto priming	3
DEF-1182, Amdt. No. 1	Paint, priming, high bake, black	3
DEF-1203, Amdt. No. 1	Greatcoats, constabulary, L.R.	3
DEF-1205, Amdt. No. 1	Paint, priming, zinc chrome, stoving	3
DEF-1218, Amdt. No. 1	Paint, finishing, general service, gloss, lead free	3
DEF-1219, Amdt. No. 1	Paint, finishing, general service, gloss, stoving, lead free	3

NEW BOOKS

What to read about the French market

On another page this week there is an article about the prospects in the French market. This in itself is a contribution to the available literature on France which does something to fill a noticeable gap. For, apart from the Board of Trade's own HINTS TO BUSINESS MEN VISITING FRANCE and the economic reports in the EXPORT SERVICE BULLETIN, the sources of published information on current economic and commercial aspects of France are rather sparse and not always remarkably up to date at the present time. On these grounds alone, it is useful to have as an addition the newly published booklet **Approach to the French Market,** by E. A. L. Iremonger (10s. 6d. from the British Chamber of Commerce, 6 rue Halévy, Paris 9e), coming as it does from a "horse's mouth" of a different kind from the official sources already cited. It is a general survey of the French market, containing basic information which may help any firm considering an extension of its activities abroad to decide the value of the market. There are chapters on forming a company in France, appointing an agent, manufacturing in France, the French added value tax, and advertising in France. The reader who wants to supplement it with a reasonably recent review of trends in the French economy will find one in **Economic Surveys by the OECD: France 1963** (3s. or by post 3s. 4d. from H.M. Stationery Office and Government bookshops), which is the latest in a line of annual reviews for this member country – as of all member countries – of the Organization for Economic Co-operation and Development. This review does include some statistical summaries, but for intensive research into market potentialities the exporter usually needs more comprehensive and detailed statistical data, such as are found in the official *Annuaire Statistique de la France* and *Statistiques du Commerce Extérieur de la France*. The study of French statistics has not been made easier by the long-felt lack of published guidance as to their availability and use, and it is good news that the Institut National de la Statistique et des Etudes Economiques (the publisher of most official statistics in the business man's fields of interest) has now issued a **Répertoire des Sources Statistiques Françaises** (30 F. from INSEE, 29 quai Branly, Paris 7e.), in looseleaf form to facilitate keeping it up to date. It is the first time the French authorities have assembled details in one publication of all the major agencies, official and non-official, which collect and issue statistics in France. With its arrangement by subjects and supplementary indexes, it will be of great value for every kind of research into the French scene.

The British Market is the title of the latest in a series of market reports on individual countries of Western Europe issued by Contimart AG, the Swiss market research organisation. The report consists of 100 pages of basic and general information (including statistical tables) on the characteristics of the British market as a whole – size, growth, distribution and spending habits of the population, economy, foreign trade, channels of distribution, advertising and basic conditions for establishing a business in the United Kingdom. Although stated to be intended for British firms as well as for foreign exporters, the report is addressed largely to an audience which is not very familiar with the British scene. Some of the information given will already be well known to many British firms; and much of it is already available in various other forms in this country. Copies: £5 from Contimart Ltd., 8 Gate Street, Lincoln's Inn Fields, London, W.C.2.

A new edition of **Handbook for Investors**, by the Department of Industrial Development and Decentralization of New South Wales, has recently been published. The information given in this 183-page book includes details of overseas trade and investment, industry, land, transport, production, etc. and indicates briefly the position of New South Wales in relation to the rest of Australia. There is a useful short booklist. Copies: Free from the Office of the Agent General for New South Wales, 56 The Strand, London, W.C.2.

The Future of the Commonwealth: a British View, is the Report of a conference held last April at the invitation of the Commonwealth Relations Office to discuss the modern Commonwealth and Britain's role in it. The conference was concerned with the capabilities and limitations of Commonwealth association, the ways in which it might develop in the future and the factors which might encourage or retard this development. Among other subjects, the Report deals with the difficulties of achieving purely Commonwealth solutions for the expansion of trade, commodity problems and the provision of capital within the Commonwealth. Its conclusions point to the Commonwealth's special quality of co-operation at many levels. Copies 4s. (by post 4s. 4d.) from H.M. Stationery Office and Government bookshops.

The Ministry of Labour's **Family Expenditure Survey Report for 1962** is the latest in the series of sample surveys begun in 1957. It provides detailed information on weekly expenditure by families in 1962, and comparisons between 1957-59 and 1960-2. The source of the information comes from 3,600 households of sizes varying from one person living alone to nine people in one house; and it is their expenditure on such items as housing, fuel, food, tobacco, drink, clothing and transport which is presented and analysed. Three new analyses are introduced in this 1962 survey: one relates expenditure to the trade or profession of the head of the household, the second is an analysis by regions, and the third relates expenditure to the type of dwelling of householders. The survey also includes a description of the method of selection of households, a comment on the reliability of results and an appendix on sampling errors. Copies: 15s. (by post 15s. 7d.) from H.M. Stationery Office and Government bookshops.

British Industry and the Metric System is a report by the British Standards Institution summarizing the views of interested parties in industry on the possibility of Britain's adopting the metric system. It outlines the responsibilities of B.S.I. in this connection, and makes proposals for future action. Copies: Free from British Standards Institution, 2 Park Lane, London, W.1.

Resources of Scientific and Technical Personnel in the OECD Area is the report of a third survey carried out on the demand and supply of scientists and engineers in member countries of the Organization for Economic Co-operation and Development. It gives details of the numbers and proportion of these workers employed in various industries from 1950 to date and forecasts the future demand. Copies: OECD, Publications Office, 2 Rue Andre-Pascal, Paris 16e.

The British Trade Journal and Export World Centenary Number is a special issue of the magazine, which celebrates the occasion with a brief history of the *British Trade Journal* since 1863 and with articles on developments in British civil and general engineering, building, ship construction, aviation, road transport, advertising, banking and insurance. Copies: 15s. (by post 16s. 6d.) from Benn Brothers Ltd., Bouverie House, Fleet Street, London, E.C.4.

The Warren Spring Laboratory of the Department of Scientific and Industrial Research has produced a second **Register of Research in the Human Sciences.** The first edition, published in 1962, contained information on research in progress on the science of human relations in industry during the period 1959-1961. This second edition covers 1960-1963, and considerably enlarges the material in the earlier volume, as well as recording new research. Entries are arranged under broad subject headings with an index of institutions and a detailed subject index. Sections of particular interest are those covering industrial sociology, public administration, social economics and social history: details are recorded of a considerable amount of research on industry in general and on specific industries, and of some projects on trade, central government, economic factors, and business mergers. Copies: 20s. (by post 20s. 9d.) from H.M. Stationery Office and Government bookshops.

Other publications

PORT FACILITIES IN THE FIRTH OF FORTH. 24p. 'A report submitted to the Minister of Transport'. Free from Forth Estuary Ports Committee, 25 Charlotte Square, Edinburgh 2.

TAXATION IN WESTERN EUROPE 1963. 277p. 5th edition of a handbook on the tax systems of the major European countries. Federation of British Industries, 21 Tothill Street, London, S.W.1. 30s.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.

The library opens from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977.

A consignment of large parallel slide valves, each fitted with Jones Tate actuators, being loaded at the London works of Dewrance & Co. Ltd., for shipment to the Delhi Power Station. The firm is exporting hundreds of tons of boiler mountings and pipeline valves for India each year.

New and revised British standards

RECENT BRITISH standards published are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

Lord Kilmuir, the former Lord Chancellor and now chairman of the Plessey Company, was elected president of the British Standards Institution at the Institute's recent annual meeting.

B.S.	Particulars	Price s.	d.
NEW BRITISH STANDARDS:			
2873:1963	Schedule of copper and copper alloys: Wire	20	0
3282:1963	Glossary of terms relating to gas chromatography	4	6
3456	The testing and approval of domestic electrical appliances: Part B Motor-operated appliances:		
	Section B 5: 1963 Electric food preparation machines	4	0
	Section B 6: 1963 Electric spin extractors	4	0
	Section B 7: 1963 Electrical tumbler dryers	4	0
	Section B 8: 1963 Electric dish-washing machines	4	0
3605:1963	Steel pipes and tubes for pressure purposes: austenitic stainless steel	6	0
3648:1963	Cycle rear lamps	4	6
3651:1963	Method of test for toxicity of wood preservatives to the wood-boring insects Anobium punctatum and Hylotrupes bajulus by larval transfer	4	6
3652:1963	Method of test for toxicity of wood preservatives to the wood-boring insect Anobium punctatum by egg-laying and larval survival	4	6
3653:1963	Method of test for toxicity of surface-applied wood preservatives to the powder-post beetle Lyctus brunneus	4	6
3654:1963	Galvanized steel dustbins for dustless emptying	6	0
3656:1963	Asbestos cement pipes and fittings for sewerage and drainage	5	0
3657:1963	Blue-black writing inks	3	0
3658:1963	Magnetic tape for automatic data processing	6	0
3660:1963	Glossary of terms used in the wrought aluminium industry	10	0
3663:1963	Picking sticks for overpick looms	3	0
3664:1963	Film badges for personnel radiation monitoring	4	0
3665:1963	Agricultural pick-up reel details	3	0
3666:1963	Size coding scheme for women's outerwear	3	0
REVISED BRITISH STANDARDS:			
2468:1963	Glossary of terms relating to agricultural machinery	30	0
2604	Resin-bonded wood chipboard	6	0
2777	Asbestos-cement cisterns	4	0
3456	The testing and approval of domestic electrical appliances:		
	3456 Section A4: 1963 Electrically-heated blankets	10	0
	3456 Section A8: 1963 Electric immersion heaters	6	0
	3456 Section A9:1963 Electric irons and ironers	4	6
340:1963	Specification for pre-cast concrete kerbs, channels, edgings and quadrants	5	0
903	Methods of testing vulcanized rubber: 903 Part A 23: 1963 Determination of resistance to ozone cracking under static conditions	4	6
1470-1477:1963	Wrought aluminium and aluminium alloys for general engineering purposes:		
	1470:1963 Sheet and strip	17	6
	1471:1963 Drawn tube	17	6
	1472:1963 Forging stock and forgings	17	6
	1473:1963 Rivet, bolt and screw stock for forging	8	6
	1474:1963 Extruded round tube and hollow sections	15	0
	1475:1963 Wire	10	0
	1476:1963 Bars and sections	15	0
	1477:1963 Plate	12	6
1768:1963	Unified precision hexagon bolts, screws and nuts (UNC and UNF threads), normal series	10	0
1877:1963	Domestic bedding, excluding cellular rubber bedding	12	6
1909:1963	Adding machines	6	0
2087:1963	Chemical requirements for textiles treated by certain preservative processes	6	0
2828:1963	Cop bases for re-wound solid cops for cotton, spun rayon, woollen and worsted yarns	6	0
3034:1963	Galvanized hollow-ware	6	0

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT MATTER
	October 10, 1963	
808,145	Institut de Recherches de la Siderurgie	Method and means for blowing gases into a bath of molten metal.
810,960	Institut de Recherches de la Siderurgie	Method for disulphurizing molten pig iron.
854,429	Webster, N.	Variable speed gears.
860,095	Boys, L. J.	Motor road vehicles.
	October 11, 1963	
676,340	Illinois Tool Works Inc.	Thread-rolling machines.
827,319	Illinois Tool Works Inc.	Blind fasteners.
836,539	Triggs, W. W.	A stove comprising a fuel storage space provided therein.
840,631	Illinois Tool Works Inc.	Valves for the control of fluids.
884,815	Illinois Tool Works Inc.	Nut and like fasteners.
922,291	Devaux, R. H. P.	Improved gun cartridge.
	October 14, 1963	
862,278	R.F.D. Co. Ltd.	Inflatable structures.
	October 18, 1963	
771,465	Eastman Kodak Co.	Sorting devices for statistical data bearing records.
771,466	Eastman Kodak Co.	Devices for handling statistical data bearing records.
785,206	Eastman Kodak Co.	Card stacking device.
793,763	Eastman Kodak Co.	Pulse delay circuit.
793,896	Eastman Kodak Co.	Devices for handling statistical data bearing records.
816,748	Eastman Kodak Co.	Devices for handling and transporting plurality of elements.
826,321	Eastman Kodak Co.	Multiple compartment receptacles.
836,451	Eastman Kodak Co.	Photographic printing apparatus.
836,638	Emboutis Metalliques Appliques	Container sealing means.
841,046	Eastman Kodak Co.	Photographic recording apparatus.
841,047	Eastman Kodak Co.	Device for displaying coded information.
841,048	Eastman Kodak Co.	Apparatus for severing strip material into discrete elements.
841,049	Eastman Kodak Co.	Apparatus for moving predetermined length of photographic strip material past an exposure station.
844,697	Rohm, G. H.	Live centres.
858,120	Eastman Kodak Co.	Apparatus for deriving electrical signals from a medium having optically dense and clear areas.
863,752	FIAT, S.p.A.	Internal combustion engines.
866,016	Eastman Kodak Co.	Photographic projection printing apparatus.
874,835	Power Jets (Research & Development) Ltd.	Turbines.
877,511	Eastman Kodak Co.	Devices for providing predetermined spacing in facsimile apparatus.
877,512	Eastman Kodak Co.	Conversion devices for facsimile apparatus.
877,513	Eastman Kodak Co.	Devices for restricting characters to predetermined number in facsimile apparatus.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation or endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 1, 1963.
The playing time of the film 'The World by Night, No. 2' (F 27896) registered on November 20, 1962, has been amended to 86 minutes.
The playing time of the film 'White Corridors' (Br/E 15279) registered on June 7, 1951, has been amended to 84 minutes (7,572 feet).
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
Look at Life Series 19:					
You Can't Catch Much from a Fish!	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28901	9	October 28
Mining Review No. 3 – 17th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 28902	10	October 29
Pathe Pic Series 446/468:					
Pathe Pic No. 465	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28907	8	October 31
Strip Tease Murder	Paramount Film Service Ltd.	Danziger Productions Ltd.	Br/E 28909	66	November 1
Pathe News 63-87	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28578	9	November 1
Pathe News 63-88	" "	" "	Br/E 28579	7	November 1
Movietone News 1794A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28525	7	November 1
Movietone News 1795	" "	" "	Br/E 28526	7	November 1
	FOREIGN				
Until Hell is Frozen	D.U.K. Films Limited	Peter Bamberger	F 28897	87	October 28
In the French Style	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.	F 28898	106	October 28
Gidget Goes to Rome	" "	" "	F 28899	104	October 28
The Man from the Diners' Club	" "	" "	F 28900	96	October 28
The Shadow of Zorro	Compton-Cameo Films Ltd.	Pea-Produzioni Europee Associate S.A.S.	F 28903	81	October 31
Claws in the Lease	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 28904	7	October 31
The Silent Raid	Rank Film Distributors Ltd.	Sapphire Film Productie N.V.	F 28905	81	October 31
Thunder Island	Twentieth Century-Fox Film Co. Ltd.	Associated Producers Inc.	F 28906	65	October 31
Island of Love	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 28908	89	October 31

The Economy: Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+ 35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+ 18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter	115	117	131	126	115	102	126	104	126	147	127	+ 64	— 9	+21	— 3
3rd Quarter						105									
1963															
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121*	..	..	..	106	..	..	..	..	..	..	..	..	..
September						105									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	121*	104*	122·1	+1·6	104·2	121·8	140·8	504	—123	—58	147	+34	+33	127	127	+ 25
3rd Quarter			121·3	+1·3	104·1*	122·0*	141·5	428	— 76	—34	157	+10	+ 6	132	131	
1963																
March	117	100	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	120*	101*	122·2	+2·1	104·0	121·7	140·5	553	— 75	—20	138	+16	+14	124	121	..
May	122*	105*	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123*	104*	122·1	+1·0	104·5	121·8	141·0	454	— 52	—33	158	+12	+13	128	130	..
July	123*	103*	121·4	+0·8	104·4*	122·0*	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126*	100*	121·0	+1·3	104·1*	122·0*	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September			121·4	+1·8	103·9*	122·0*	141·6	430	nil	+11	158	+ 5	— 7	134	131	..
October								448	+ 18	+27	160	+ 2	—12			..

† NOT seasonally adjusted. * Provisional.

OVERSEAS STERLING AREA TRADE SUMMARY

Overseas Sterling Countries' trade expands this year

TOTAL EXPORTS from overseas sterling countries (excluding exports of Middle East oil) which had changed little during 1962, expanded strongly in the first two quarters of this year after allowing for seasonal movements (see table 4). The main factor in this expansion was the rapid growth in exports to non-sterling countries. Exports to the United Kingdom recovered from the low level of the fourth quarter of 1962 and slightly exceeded the previous peak at the end of 1961. Exports from overseas sterling countries to each other continued to vary within relatively narrow limits and with no underlying change.

The recovery in total imports into overseas sterling countries which was hesitant at the end of 1962 has now re-emerged strongly. The growth in the second quarter of 1963 was substantial, to a new record level. The increase this year has been due largely to a very sharp rise in the second quarter in imports from non-sterling countries. Imports from the United Kingdom showed little further growth between the fourth quarter of 1962 and the second quarter of this year.

Exports from Overseas Sterling Countries

In the second quarter of this year the total value of exports from the overseas sterling countries was 11 per cent more than in the same period of 1962. Almost all of this increase was due to a rise in the value of exports to non-sterling countries which were 18 per cent more. Exports to North America increased by 19 per cent to a new record quarterly level of £203 million. Exports to the members of the European Economic Community also reached a new high level and were 13 per cent more in value than in the second quarter of 1962. There was an increase of one-fifth in the value of exports to all other non-sterling markets and this included a rise of 18 per cent in exports to the Soviet Union and Eastern European countries, mainly from India, and a 27 per cent increase in exports to China, arising principally from increased exports by Australia. Compared with this substantial increase in exports to non-sterling countries, the overseas sterling countries increased their exports to the United Kingdom over the year by 2 per cent and to each other by less than 1 per cent.

The value of most of the main commodity exports from the overseas sterling countries increased, compared with the second quarter of 1962. This was particularly true of the group of textile items where there were substantial increases in the value of exports of all these commodities. The value of wool exports showed the greatest absolute increase, almost entirely due to higher average prices, but raw cotton and cotton piece-goods showed greater proportionate increases. Exports of jute goods also increased substantially in value. Raw cotton and raw jute were two of the few items to show some fall in average prices. Of the non-ferrous metals, exports of copper and tin increased by about one sixth in both value and quantity and a rise in lead prices compensated for a substantial fall in the quantity exported. Among the food items the value of exports of sugar and meat was about one-quarter more than a year earlier and an increase of two-thirds in the quantity of coffee exported, combined with some improvement in price, resulted in these exports being worth 80 per cent more. On the other hand a sharp fall in prices reduced earnings from wheat exports in spite of a 15 per cent increase in the tonnage exported. A rise in cocoa prices offset only a part of the reduction in the quantity of cocoa exported from overseas sterling countries and the value fell by over 10 per cent.

Table A

Overseas Sterling countries' trade by direction

(PERCENTAGE CHANGE BETWEEN 2nd QUARTER 1962 and 2nd QUARTER 1963)

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+2	+1	+19	+13	+20	+18	+11
Imports	+6	+3	+24	+ 8	+13	+15	+11

Table B

Exports of some major commodities from the Overseas Sterling Area

	Value of exports in second quarter of 1963	Percentage change in second quarter of 1963 compared with a year earlier
	£ million	
Raw wool	129,975	+12
Raw cotton	21,192	+63
Raw jute	10,691	+ 9
Wheat	30,531	— 3
Raw sugar	34,370	+24
Lead	7,474	— 1
Tin	23,003	+18
Copper	37,949	+18
Raw cocoa	32,453	—12
Raw coffee	14,683	+81
Tea	35,154	— 1
Natural rubber	70,153	— 1
Cotton piece-goods	16,103	+22
Jute goods	36,590	+20
Meat and meat preparations	55,311	+26

Exports from individual Overseas Sterling Countries

With few exceptions, all the main overseas sterling countries increased the value of their exports compared with the second quarter of last year. The main contribution (almost 50 per cent) of the absolute increase of over £125 million (f.o.b.) came from India, New Zealand, Hong Kong and East Africa. India's exports were 17 per cent more than a year earlier, due in part to increased earnings from sales of sugar. New Zealand's exports, which rose by just over a quarter, were helped by substantial increases in the value of exports of meat and wool. Hong Kong's exports to North America were substantially greater than in the second quarter of last year and this was one of the main factors in the increase of 16 per cent in her total exports. The largest increase was recorded by the East African countries whose coffee exports were worth over £5 million more than a year earlier and whose sisal exports also increased in value. Increased earnings from raw cotton were partly responsible for a rise of 29 per cent in the value of Pakistan's exports. The Irish Republic's exports were 24 per cent more than a year earlier and this was due mainly to increased sales of live animals, meat and dairy produce. There were increases of 17 per cent in the value of exports from Jamaica and India; in the latter case this was due in part to increased earnings from sales of sugar. Nigeria exported less cocoa than a year earlier but her sales of vegetable oils and oilseeds increased and the value of her total exports went up by 9 per cent. Exports from the Federation of Rhodesia and Nyasaland benefited from an increased demand for copper and their total value rose by 9 per cent to a new peak.

In contrast to the general pattern of increased exports, compared with the second quarter of 1962, the value of Ghana's exports was 4 per cent less and a reduction in Ceylon's earnings from exports of vegetable oils and oilseeds contributed to the fall of 5 per cent in the value of her total exports.

Imports into Overseas Sterling Countries

The increase in the aggregate value of overseas sterling countries' imports in the second quarter, compared with a year earlier, was

the same as the increase in the value of exports (11 per cent). Much of the increase in value was due to trade with non-sterling markets. Imports from non-sterling countries in total were 15 per cent more in value than in the second quarter of 1962; almost one-half of the absolute increase in the value of this trade was accounted for by an increase of 24 per cent in the value of imports from North America which rose to a record level of just over £300 million. Imports from the European Economic Community were 8 per cent more than a year earlier and there was an increase of 13 per cent in the value of imports from all other non-sterling countries combined. Within the latter group of countries imports from Japan were 13 per cent more than in the second quarter of 1962 and imports from China increased by 40 per cent. The value of imports from the United Kingdom was 6 per cent more than a year earlier but overseas sterling countries' imports from each other were up by 3 per cent.

Imports into individual Overseas Sterling Countries

With the exception of Ceylon and the Federation of Rhodesia and Nyasaland, all the principal overseas sterling countries increased the value of their imports in the second quarter of this year compared with a year earlier, and for a number of countries, particularly those which have been relaxing restrictions, the increases were substantial. A considerable increase was recorded by South Africa whose imports were greater by one quarter and rose to a record level of £155 million (f.o.b.). The value of Australia's imports was 14 per cent more than in the second quarter of 1962 and at £222 million they had almost returned to the record level set at the beginning of 1961. Pakistan's imports from North America almost doubled, compared with a year earlier, and this was the main factor in the increase of more than one-third in the value of her total imports to a new high level of £81 million. These three countries between them accounted for more than half of the absolute increase of nearly £150 million in the value of imports by the overseas sterling countries as a whole. New Zealand's imports increased by 9 per cent and there was a rise of almost one-fifth in the value of the Irish Republic's imports compared with a year earlier, mainly because of increased imports from the United Kingdom. After being slightly lower in value in the first quarter of this year than a year earlier, the Federation of Malaya's imports in the second quarter were 14 per cent higher than in April/June, 1962, and Singapore's imports, which were not being affected by the Indonesian trade embargo in this period, were 6 per cent more. Hong Kong's imports continued to expand and were 12 per cent more than in the second quarter of last year. The East African countries increased the value of their imports by 11 per cent and there were increases by both Ghana and Nigeria. A rise of only 1 per cent in the value of India's imports was the smallest recorded by any of the principal countries.

Ceylon's imports have been affected by licensing and other restrictions for some time and in the second quarter of this year they were 15 per cent less than a year earlier. Imports by the Federation of Rhodesia and Nyasaland which had been 14 per cent less than a year earlier in the first quarter were again lower than a year earlier in the second quarter and have now been at a relatively low level for some eighteen months.

Imports from industrial countries

In the second quarter of this year the overseas sterling countries increased their imports from industrial countries by 12 per cent compared with a year earlier, much the same rate of increase as that in their total imports. There were increased purchases from all the main supplying areas, but the largest percentage increases were in imports from North America and Japan. The proportionate increases in the value of imports from the European Economic Community as a whole and from the United Kingdom were less than the average. Almost one-fifth of the absolute increase of £114 million in the value of overseas sterling countries' imports from industrial areas was accounted for by the rise in Australian purchases in particular from North America and, to a lesser extent, from the United Kingdom. Pakistan's imports from industrial countries were 38 per cent more than a year earlier, almost as large an absolute rise as for Australia; her imports from North America almost doubled and there was an increase of nearly 50 per cent

Table C

Overseas Sterling countries' imports from industrial countries

2nd QUARTER 1963 COMPARED WITH 2nd QUARTER 1962

Imports from / Imports into		United Kingdom	Germany	EEC including Germany	North America	Japan	Total Industrial Countries	Total Imports
Australia:								
(a) 2nd Quarter 1962	£m.	60	12	22	48	11	150	195
(b) 2nd Quarter 1963	£m.	66	12	24	60	12	171	222
(c) Percentage change		+11	—1	+7	+26	+8	+14	+14
India:								
(a)	£m.	35	19	29	60	11	140	204
(b)	£m.	31	17	26	67	12	143	207
(c)	%	—12	—12	—10	+13	+11	+2	+1
Irish Republic:								
(a)	£m.	33	5	11	5	1	56	67
(b)	£m.	40	5	11	7	1	68	80
(c)	%	+21	+6	+5	+26	—5	+21	+19
New Zealand:								
(a)	£m.	31	2	5	9	2	48	71
(b)	£m.	32	2	5	11	4	53	77
(c)	%	+2	+23	+2	+19	+86	+9	+9
Nigeria:								
(a)	£m.	18	3	8	5	5	39	45
(b)	£m.	17	3	13	5	6	43	47
(c)	%	—5	+11	+55	—2	+12	+11	+5
Pakistan:								
(a)	£m.	13	6	10	21	5	51	61
(b)	£m.	10	9	13	41	4	70	81
(c)	%	—23	+46	+27	+96	—10	+38	+34
Overseas Sterling Area:								
(a)	£m.	352	84	184	243	90	920	1,366
(b)	£m.	374	91	198	301	102	1,034	1,515
(c)	%	+6	+8	+8	+24	+13	+12	+11

(i) Includes United Kingdom, Continental OECD, United States of America, Canada and Japan.

in the value of her purchases from Western Germany. India's imports from all industrial countries were only slightly higher than a year earlier; those from European countries (including the United Kingdom) were over a tenth less than in the second quarter of 1962 but she increased the value of her imports from North America and Japan by more than a tenth. The Irish Republic's total imports from industrial countries rose by just over one-fifth, mainly because of a similar rise in her imports from the United Kingdom. The main sources of New Zealand's increased imports were North America and Japan.

Statistical notes

Definitions of the statistics in the tables were given in 'Statistical Notes' contained in the Overseas Sterling Area Trade Summary published in the *Board of Trade Journal* dated May 17, 1963.

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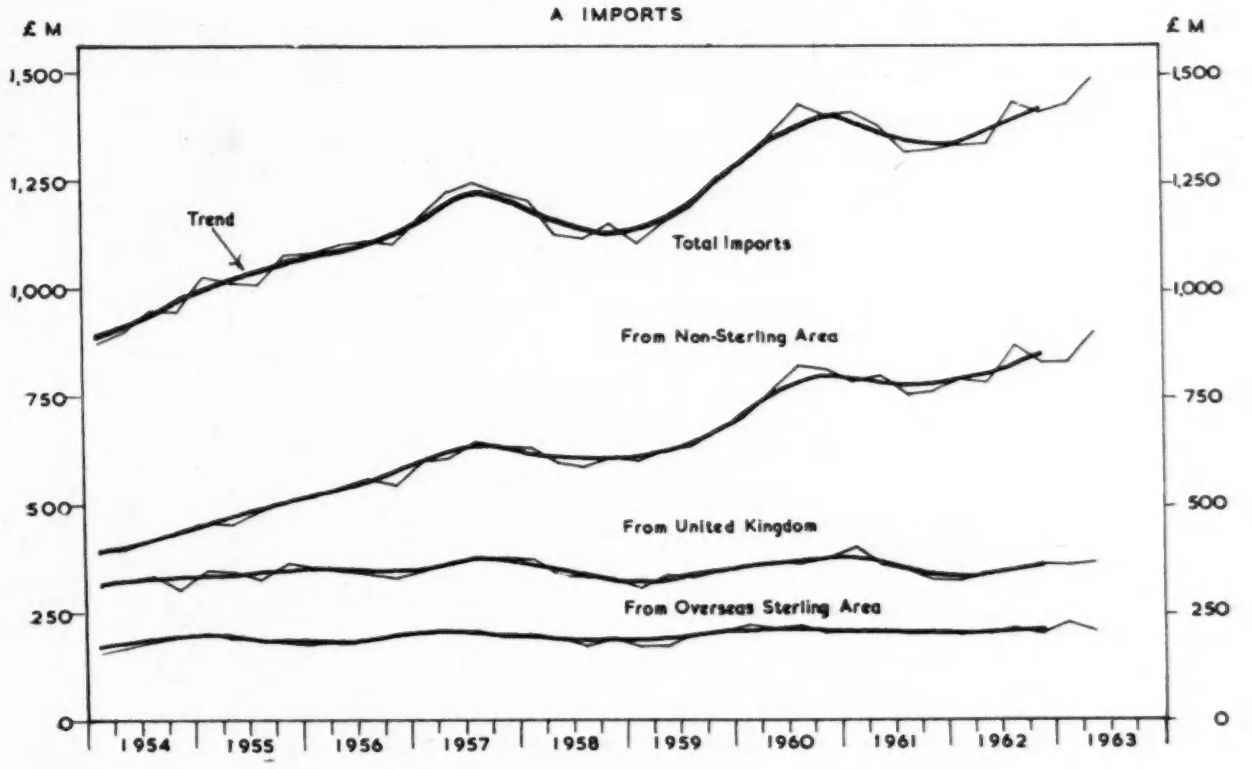
TRADE OF THE OVERSEAS STERLING AREA

Quarterly Values, Seasonally Adjusted.



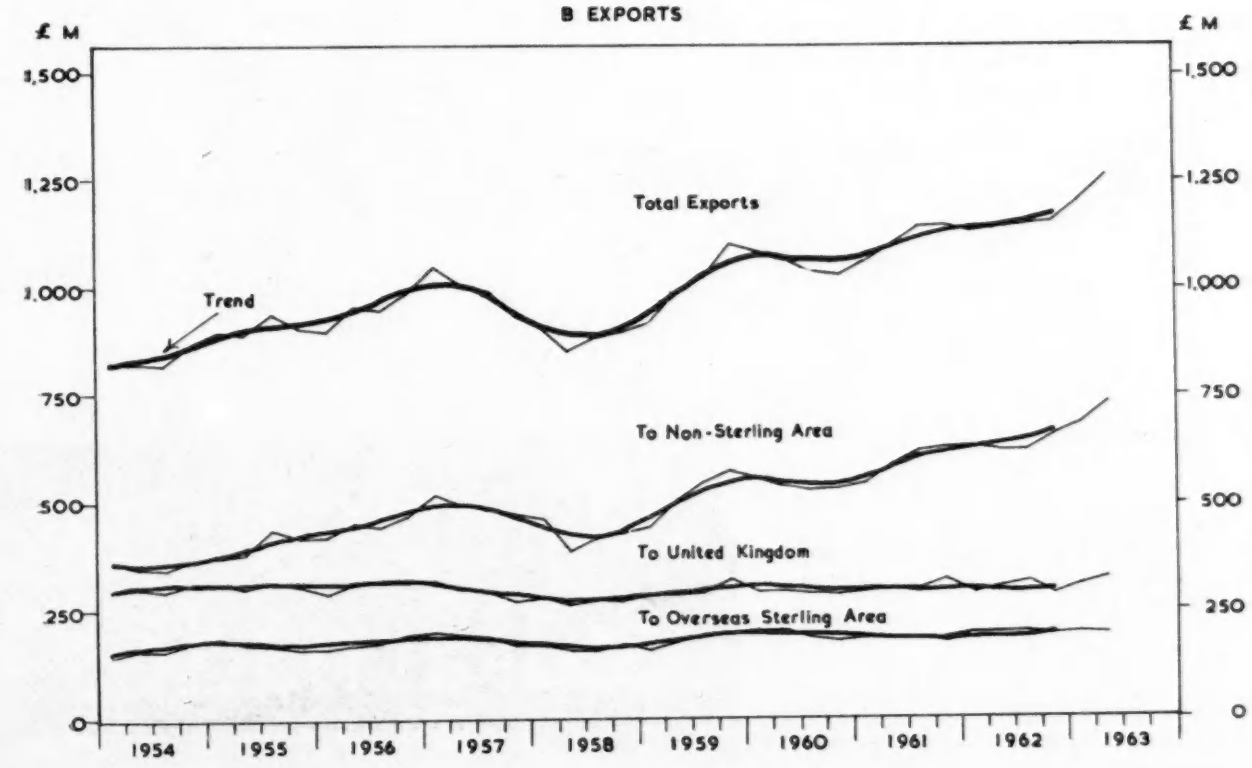


Table 1 – Direction of trade of the Overseas Sterling Area

quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (c)	Other Non-Sterling Countries	Total Non-Sterling Countries	World
IMPORTS									
1958	353	195	548	161	146	38	265	611	1,159
1959	336	199	535	174	160	37	272	643	1,178
1960	370	220	590	232	191	45	317	785	1,375
1961	366	213	579	227	189	46	317	779	1,357
1962	352	212	565	248	185	46	342	820	1,385
1961 3rd quarter	342	213	555	208	176	46	309	739	1,295
4th quarter	342	216	558	205	188	47	328	769	1,326
1962 1st quarter	341	202	543	228	182	46	341	797	1,340
2nd quarter	352	218	569	243	184	45	326	797	1,366
3rd quarter	345	214	559	267	184	45	341	837	1,396
4th quarter	372	215	586	253	190	48	359	850	1,437
1963 1st quarter	368	213	581	240	193	46	361	840	1,421
2nd quarter	374	223	597	301	198	51	368	918	1,515
EXPORTS (a) (b)									
1958	286	175	461	111	129	15	178	433	895
1959	307	188	495	138	155	17	208	518	1,013
1960	314	203	517	135	161	21	229	547	1,064
1961	314	196	511	153	165	21	257	598	1,109
1962	309	198	507	175	174	21	263	632	1,139
1961 3rd quarter	303	204	506	164	152	20	263	599	1,106
4th quarter	324	192	516	157	177	22	259	616	1,132
1962 1st quarter	310	194	504	165	191	22	257	635	1,140
2nd quarter	320	196	516	170	180	20	276	646	1,162
3rd quarter	303	205	508	182	142	21	250	596	1,104
4th quarter	304	196	500	183	182	19	268	652	1,152
1963 1st quarter	313	200	513	172	191	24	291	679	1,192
2nd quarter	327	198	525	203	205	26	329	762	1,287

(a) Exports include re-exports. (b) Exports of Middle East oil are excluded throughout the tables. (c) Not including Finland.

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Table 2 – Trade of the Commonwealth and Sterling Area

quarterly averages in £ million

	1959	1960	1961	1962	1961		1962				1963		
					3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
IMPORTS (*a*):													
United Kingdom (*b*)	996	1,135	1,099	1,123	1,044	1,080	1,125	1,125	1,106	1,137	1,144	1,193	1,202
Overseas Sterling Area	1,178	1,375	1,357	1,385	1,295	1,326	1,340	1,366	1,396	1,437	1,421	1,515	
Australia	165	211	187	202	168	160	183	195	219	210	208	222	228
Ceylon	38	37	32	31	37	31	27	34	35	29	23	28	
East Africa	32	35	35	35	36	36	34	36	33	38	37	39	
Ghana	28	32	35	30	32	36	28	28	30	33	32	30	
Hong Kong	77	92	93	104	90	95	106	103	99	108	107	116	113 (*e*)
India	176	204	202	199	181	207	212	204	194	186	206	207	192 (*e*)
Irish Republic	53	57	65	68	62	66	67	67	65	74	69	80	
Jamaica	17	19	19	20	18	20	19	19	19	22	19	20	
Malaya	30	38	39	44	41	42	44	42	43	46	43	47	
Mediterranean Territories (*c*)	19	19	20	21	19	22	20	20	22	23	21	22	
New Zealand	58	70	81	68	86	66	60	71	68	72	72	77	90
Nigeria	45	54	56	51	52	59	49	45	50	59	48	47	51
Pakistan	32	58	57	66	57	55	61	61	76	65	64	81	
Rhodesia and Nyasaland	38	39	39	36	38	37	37	36	35	34	32	34	35 (*e*)
Singapore	91	94	94	96	97	91	93	101	95	98	102	107	
South Africa (*d*)	122	139	126	128	113	115	125	125	131	132	150	155	150 (*g*)
Trinidad and Tobago	23	26	30	32	29	32	31	29	30	35	32	36	
Other	135	149	148	154	138	156	143	150	151	170	156	165	
STERLING AREA	2,174	2,510	2,456	2,508	2,338	2,406	2,465	2,491	2,502	2,573	2,565	2,708	
STERLING COMMONWEALTH (*f*)	1,950	2,258	2,215	2,254	2,115	2,172	2,223	2,244	2,250	2,298	2,285	2,408	
CANADA	511	503	508	521	490	544	499	556	513	518	468	566	551 (*e*)
COMMONWEALTH (*f*)	2,461	2,761	2,723	2,775	2,605	2,716	2,721	2,801	2,762	2,816	2,753	2,974	
EXPORTS (*a*):													
United Kingdom (*b*)	865	924	960	987	915	975	970	1,025	935	1,019	1,038	1,071	1,009
Overseas Sterling Area	1,013	1,064	1,109	1,139	1,106	1,132	1,140	1,162	1,104	1,152	1,192	1,287	
Australia	179	176	208	210	196	225	217	220	183	220	220	227	252
Ceylon	32	33	32	33	33	31	30	34	37	33	32	33	
East Africa	33	36	34	35	31	33	37	29	37	37	42	39	
Ghana	26	26	26	26	26	19	34	31	22	17	23	30	
Hong Kong	51	62	61	69	63	64	67	65	69	74	73	75	79 (*e*)
India	116	119	124	126	126	131	121	114	136	135	141	133	142 (*e*)
Irish Republic	32	38	45	44	49	47	43	39	46	47	43	48	
Jamaica	12	14	15	16	15	14	15	19	17	14	15	22	
Malaya	49	60	55	55	64	55	57	56	56	51	57	59 (*h*)	
Mediterranean Territories (*c*)	6	6	6	7	5	6	6	9	6	5	7	9	
New Zealand	73	76	71	71	65	59	83	82	54	66	84	102	68
Nigeria	41	42	43	42	50	37	46	47	38	37	45	51	43
Pakistan	29	35	36	35	32	42	36	28	36	42	39	36	
Rhodesia and Nyasaland	47	51	52	52	54	54	48	56	58	48	43	61	65 (*e*)
Singapore	75	73	66	67	66	68	66	67	67	67	71	74 (*h*)	
South Africa (*d*)	93	96	107	108	102	116	106	117	102	107	106	119	111
Trinidad and Tobago	20	23	27	28	28	25	29	30	25	28	30	35	
Other	100	98	100	115	100	109	100	121	117	123	121	135	
STERLING AREA	1,878	1,988	2,069	2,127	2,020	2,107	2,110	2,187	2,039	2,172	2,230	2,358	
STERLING COMMONWEALTH (*f*)	1,725	1,826	1,887	1,930	1,840	1,915	1,920	1,981	1,850	1,969	2,024	2,129	
CANADA	477	495	519	529	546	567	473	537	533	572	492	572	577 (*e*)
COMMONWEALTH (*f*)	2,202	2,321	2,407	2,459	2,386	2,483	2,394	2,517	2,383	2,542	2,516	2,700	

(*a*) For valuation see statistical notes. (*b*) Values for 1961 and 1962 include revised estimated average values for parcel post. The 1960 figures have been recalculated on the new basis. Excluding exposed cinematograph film in 1959. (*c*) Cyprus, Gibraltar, Malta. (*d*) Includes South-West Africa and also the Southern African Territories of Basutoland, Bechuanaland, and Swaziland (see also footnote (*f*)). (*e*) July-August at quarterly rate. (*f*) Excludes South and South-West Africa; also excludes the Southern African Territories (Basutoland, Bechuanaland and Swaziland) whose total trade in 1960 was of the order of £10-£11 million. (*g*) Excludes military stores. (*h*) Provisional.

(*Tables continued on next page*)

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Table 3 – Principal exports of the Overseas Sterling Area

quarterly averages in £ million

	Raw Wool	Raw Cotton (*a*)	Raw Jute	Wheat	Raw Sugar (*b*)	Lead (*c*)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (*d*)
1958	91·5	16·5	15·7	5·2	23·6	7·3	9·2	21·6	24·0	11·7	49·4	62·6
1959	106·8	12·9	13·3	10·0	22·9	7·0	9·8	33·5	28·4	10·8	45·9	89·3
1960	108·3	14·4	15·2	13·3	23·8	6·4	16·3	37·8	26·9	10·7	46·1	92·3
1961	112·9	14·3	16·8	27·7	26·8	5·8	18·5	35·3	27·0	10·2	47·1	72·7
1962 (*e*)	112·5	12·6	14·6	21·9	29·9	6·9	18·9	34·2	26·8	11·5	48·1	70·2
1962 1st quarter	129·8	15·0	16·6	27·2	16·2	6·5	20·6	36·9	37·0	13·2	43·9	72·3
2nd quarter	116·5	13·0	9·9	31·6	27·7	7·5	19·5	32·2	36·7	8·1	35·7	71·1
3rd quarter	72·5	13·3	11·1	18·1	41·0	6·9	19·0	34·0	18·3	12·8	56·8	66·8
4th quarter (*e*)	131·2	8·9	20·8	10·8	34·9	6·7	16·5	33·6	15·1	11·9	55·9	70·7
1963 1st quarter (*e*)	129·6	16·8	18·6	27·1	23·2	5·6	20·4	34·5	31·2	14·7	48·2	75·6
2nd quarter (*e*)	130·0	21·2	10·7	30·5	34·4	7·5	23·0	37·9	32·5	14·7	35·2	70·2

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (*f*)	Dairy Products (*g*)	Hides and Skins (*h*)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice	Vegetable Oils	Oilseeds and Nuts
1958	12·4	21·5	40·9	21·2	15·6	9·8	4·9	26·6	10·5	13·3	11·6	21·6
1959	15·5	24·8	46·6	32·3	22·5	12·2	6·4	24·0	11·6	15·9	14·0	25·3
1960	17·5	29·5	43·9	27·8	21·6	15·3	8·4	25·5	12·9	15·7	12·6	23·9
1961	16·8	32·7	46·1	27·4	21·2	15·1	9·2	25·2	14·2	16·7	12·4	24·6
1962 (*e*)	15·1	33·9	50·6	27·6	21·5	16·1	12·4	28·3	15·6	19·1	11·7	22·7
1962 1st quarter	16·9	30·3	52·3	29·3	21·7	14·8	11·6	23·7	7·8	21·5	11·3	25·3
2nd quarter	13·2	30·5	44·1	24·1	21·9	16·0	13·7	43·4	23·3	26·1	12·2	21·8
3rd quarter	14·6	37·3	54·0	20·0	20·9	16·8	12·6	25·7	20·4	16·4	12·5	22·4
4th quarter (*e*)	15·7	37·3	52·2	36·8	21·6	17·0	11·5	20·4	11·0	12·5	10·8	21·2
1963 1st quarter (*e*)	17·1	34·3	54·4	33·3	22·0	14·2	11·9	23·1	7·2	18·0	12·4	23·2
2nd quarter (*e*)	16·1	36·6	55·3	25·4	24·3	16·9	14·5	42·7	24·9	28·0	14·0	23·1

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*d*) Excludes gutta-percha and jelutong. Total exports of rubber from the Overseas Sterling Area include re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Indonesia) were valued at £13·6 million (quarterly average) in 1962. (*e*) Partly estimated. (*f*) Exports of meat from South Africa are excluded. (*g*) Milk, cream, butter, cheese and eggs. (*h*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins.

Table 4
Overseas Sterling Area trade

(SEASONALLY ADJUSTED VALUES)

£ million

Period	Exports to				Imports from			
	United King-dom	Overseas Sterling Area	Non-Sterling Area	World	United King-dom	Overseas Sterling Area	Non-Sterling Area	World
1960								
1st quarter	315	207	571	1,092	360	224	718	1,302
2nd quarter	316	207	552	1,075	370	222	774	1,366
3rd quarter	313	199	531	1,044	370	224	826	1,420
4th quarter	307	197	532	1,035	378	209	815	1,402
1961								
1st quarter	312	199	561	1,072	402	215	795	1,412
2nd quarter	314	198	597	1,109	368	216	804	1,388
3rd quarter	314	197	623	1,134	354	211	758	1,324
4th quarter	320	195	626	1,140	343	213	769	1,326
1962								
1st quarter	307	196	628	1,131	334	212	790	1,336
2nd quarter	316	199	624	1,138	348	211	785	1,344
3rd quarter	319	200	624	1,143	359	216	869	1,444
4th quarter	295	197	657	1,149	369	209	842	1,421
1963								
1st quarter	316	204	681	1,201	365	227	842	1,434
2nd quarter	323	200	735	1,258	370	216	905	1,491

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade appears on page 1035.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for September

Unit value index numbers of imports and exports (table 1)

IN SEPTEMBER the overall import and export unit value index numbers remained unchanged at 103 and 104 respectively, but due to a rise of nearly one half per cent in the import unit value index the terms of trade moved down one point to 101 (1961=100).

Although there was no change in the overall export unit value index or in the index for manufactured goods, there were small rises in the indices for chemicals, textiles and other manufactures each recorded as a rise of one point in the rounded index; these were offset by a small fall in the Section index for machinery and transport equipment not reflected in the rounded index.

The rise of nearly one half per cent in the overall import unit value index, not reflected in the rounded index, was due almost entirely to an increase of 2 per cent in the index for food, beverages and tobacco which rose mainly as a result of a seasonal increase in the price of tea. The overall rise was partly offset by a fall of 1 per cent in the fuels index and by a slight fall, not recorded in the rounded index, for basic materials.

Volume of imports and exports (table 2)

The volume of United Kingdom exports (seasonally adjusted) in the third quarter was 1 per cent more than in the second quarter.

This follows increases of 3 per cent and 2 per cent respectively in the first and second quarters. Between the second and third quarters exports of machinery and transport equipment rose 1 per cent. This included delivery of a warship to South Africa; the volume of exports of machinery has changed little since the sharp increase in the first quarter. Among other manufactures exports of chemicals, metals and metal manufactures, textiles and clothing continued to expand. The volume of exports of food, beverages and tobacco continued to increase in the third quarter with substantial shipments of sugar and of whisky to the United States and Western Europe. Exports of fuels were high in the first half of this year when there were large shipments to the Netherlands; they fell back in the third quarter when their volume was 10 per cent less than in the second quarter.

The volume of imports (seasonally adjusted) in the third quarter was 5 per cent more than in the second when it was 4 per cent more than in the first. There was a large increase in imports of industrial materials which began to turn up in the second quarter. The rise was largest in imports of basic material which were 13 per cent more in volume than in the second quarter. There were particularly large increases in imports of timber, wool and cotton. Imports of chemicals and other semi-manufactures (included in manufactured goods)

U.K. import and export unit value index numbers (1)

TABLE 1. (1961 = 100)

	IMPORTS					EXPORTS								(2) TERMS OF TRADE
								Manufactured Goods [5 to 8]						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non Manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963														
1961 January	101	103	100	101	100	100	100	100	102	98	103	99	99	99
February	100	101	99	101	99	100	102	100	101	101	101	99	98	100
March	100	101	100	102	100	100	101	100	102	100	102	100	100	100
April	101	102	101	101	100	100	102	100	102	101	100	100	100	99
May	102	103	101	100	102	101	102	101	102	101	101	100	101	99
June	102	102	102	100	101	101	100	101	99	102	100	101	101	99
July	100	98	102	100	100	101	100	101	99	100	100	101	100	100
August	99	96	101	98	102	101	100	102	99	101	100	102	101	102
September	100	97	100	100	102	101	100	101	99	100	99	102	101	101
October	100	98	100	100	102	100	99	100	99	99	99	101	100	100
November	100	100	98	100	101	101	99	101	99	98	101	102	102	101
December	100	100	99	100	101	101	101	102	100	101	100	102	103	102
1962 January	100	100	98	100	100	102	101	102	98	100	103	102	103	102
February	100	101	98	100	99	101	101	101	97	100	101	102	101	101
March	99	101	98	99	99	101	101	101	98	101	102	102	100	102
April	100	102	98	99	99	101	100	101	96	101	103	102	99	101
May	99	101	97	99	99	101	100	101	96	100	104	102	100	102
June	100	103	96	98	99	101	100	101	95	101	101	102	100	101
July	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Unit Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67, 68 and 69.

U.K. import and export volume index numbers (1)

TABLE 2. (1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non Manufactures	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	113	104	102	110	101	107	99	100	100	103
1963													
Unadjusted													
1962 January	111	112	109	117	107	100	105	101	102	100	96	104	92
February	91	96	81	99	90	97	104	96	101	100	96	96	91
March	107	113	94	116	108	103	107	103	114	103	105	100	101
April	96	99	85	94	101	106	110	106	108	95	99	110	104
May	113	120	102	123	109	109	114	109	119	108	110	107	113
June	101	102	93	112	102	104	95	105	108	102	102	107	103
July	106	105	99	120	107	107	108	107	110	100	103	107	110
August	105	101	101	133	103	94	110	92	104	97	94	85	102
September	95	93	89	111	95	92	108	89	100	83	92	86	94
October	113	109	106	132	116	111	126	110	117	104	109	108	114
November	106	102	102	118	108	102	119	99	102	101	99	96	106
December	95	92	94	97	96	101	112	97	111	100	97	93	100
1963 January	109	99	114	138	106	103	109	103	109	94	92	109	92
February	96	92	85	110	102	101	111	100	99	97	95	103	99
March	105	106	91	126	108	117	126	116	119	108	106	121	110
April	104	102	89	131	109	107	118	105	109	98	97	108	106
May	114	108	100	138	121	117	128	117	128	108	113	118	113
June	101	98	95	110	106	107	121	105	113	101	94	106	108
July	113	109	106	122	121	108	115	107	115	104	100	106	117
August	105	97	109	118	105	103	124	101	114	103	93	97	115
September	103	97	101	119	105	96	112	93	103	91	90	91	102
October													
November													
December													
Seasonally Adjusted													
1962 January	*103*	*105*	*99*	*111*	*102*	*96*	*101*	*97*	*99*	*95*	*95*	*98*	*91*
February	*98*	*102*	*91*	*107*	*98*	*100*	*106*	*99*	*103*	*99*	*98*	*99*	*95*
March	*98*	*100*	*91*	*105*	*98*	*100*	*107*	*99*	*109*	*98*	*103*	*95*	*99*
April	*99*	*100*	*90*	*97*	*106*	*102*	*112*	*101*	*104*	*93*	*97*	*101*	*104*
May	*105*	*115*	*95*	*111*	*101*	*102*	*110*	*101*	*109*	*103*	*101*	*97*	*108*
June	*102*	*106*	*92*	*110*	*101*	*108*	*104*	*108*	*112*	*111*	*107*	*107*	*109*
July	*108*	*111*	*99*	*117*	*109*	*106*	*117*	*105*	*111*	*99*	*102*	*105*	*108*
August	*108*	*109*	*96*	*125*	*108*	*100*	*115*	*98*	*109*	*100*	*104*	*92*	*104*
September	*105*	*102*	*100*	*118*	*105*	*105*	*115*	*103*	*107*	*93*	*105*	*104*	*102*
October	*108*	*100*	*105*	*128*	*110*	*108*	*114*	*107*	*114*	*101*	*102*	*109*	*107*
November	*103*	*98*	*100*	*117*	*105*	*98*	*108*	*96*	*100*	*97*	*95*	*94*	*102*
December	*100*	*95*	*97*	*106*	*107*	*101*	*111*	*99*	*109*	*100*	*98*	*96*	*102*
1963 January	*98*	*90*	*100*	*126*	*98*	*100*	*105*	*99*	*107*	*91*	*91*	*103*	*93*
February	*102*	*97*	*95*	*120*	*109*	*104*	*112*	*102*	*102*	*96*	*96*	*105*	*102*
March	*102*	*99*	*94*	*123*	*104*	*112*	*123*	*110*	*113*	*101*	*102*	*114*	*106*
April	*104*	*100*	*91*	*131*	*109*	*103*	*120*	*101*	*107*	*97*	*95*	*100*	*106*
May	*105*	*102*	*92*	*125*	*111*	*110*	*124*	*107*	*117*	*102*	*102*	*108*	*107*
June	*105*	*106*	*95*	*114*	*107*	*110*	*131*	*107*	*118*	*109*	*99*	*105*	*114*
July	*111*	*111*	*101*	*116*	*116*	*107*	*123*	*105*	*116*	*103*	*98*	*103*	*115*
August	*107*	*105*	*102*	*112*	*109*	*110*	*129*	*108*	*121*	*107*	*103*	*105*	*120*
September	*113*	*107*	*112*	*127*	*115*	*109*	*119*	*108*	*111*	*103*	*103*	*109*	*112*

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export List Division 65.
(3) Export List Divisions 67, 68 and 69.

Retail sales in September

THE LEVEL of retail sales reached by the sharp rise in August was maintained in September, thus adding weight to the belief that the underlying trend of sales has recently been moving upward more quickly than in the earlier months of the year. The seasonally adjusted index of the value of sales in September was 110, the same as in August. For the third quarter as a whole the index was 109, compared with 106 for the first half of the year. Some caution is still necessary, in assessing the magnitude of the rise in recent months, partly because of the irregularities in the monthly figures, and partly because the higher level of both the past two months has to a fair extent been achieved by a very high level of sales by clothing and footwear shops which are notably variable.

The volume of sales in September on a seasonally adjusted basis was a little lower than in August, mainly due to higher food prices, but for the third quarter, the index at 105, was three points higher than in the second quarter.

The value of sales, before seasonal adjustment, was 4 per cent higher than a year earlier, the same increase as in July and August.

Clothing and footwear shops

The value of sales by clothing and footwear shops continued at a high level in September when the seasonally adjusted index was 115 compared with 114 in August and 105 in July. For the third quarter the index, at 112, was 10 or 11 points higher than in each of the first two quarters of the year. The value of sales in September last year was at an exceptionally high level and the percentage increase on a year earlier this September was less than it was in August. For the group as a whole sales were 5 per cent higher than last year, against an increase of 7 per cent in August. Within the total footwear shops showed an increase of 4 per cent (6 per cent in August) and men's

(*Continued on next page*)

Analysis by form of organization

September—Index numbers of values of sales per week and percentage changes compared with a year earlier (*a*)

1961 = 100

	Total all retailers	%	Independent retailers	%	Multiple retailers	%	Co-operative societies	%
ALL KINDS OF BUSINESS	105	+4	103	+3	114	+7	98	—1
FOOD SHOPS	104	+3	102	+2	115	+7	96	—2
Grocers	106	+3 (g)	104	+2	120	+9	95	—2 (g)
Butchers	103	+2	..	..	..	..	..	..
Greengrocers, fruiterers	90	—1	91	Nil	81	—3	79	—5
Fishmongers, poulterers	102	+4	..	..	..	..	..	..
Bread and flour confectioners	116	+6 (h)	111	+5	125	+6	..	..
Off-licences	97	+7	94	+5	100	+8	..	..
Dairymen	105	Nil	..	..	..	..	101	—2
Other food shops	98	—7	..	..	..	..	..	..
NON-FOOD SHOPS	106	+5	..	..	..	..	..	..
Clothing and footwear shops	108	+5	106	+4	110	+6	102	Nil
Footwear shops	110	+4	113	+3	109	+4	107	—2
Men's wear shops	101	+3	99	+3	103	+3	93	+1
Women's wear shops	109	+6	107	+5	113	+8	103	+1
of which:								
Women's, girls' and infants' wear specialist shops	..		118	+9	..		—	
Drapers and general outfitting shops	—		103	+3	..		—	
Large (c)	—		111	+7	—		—	
Medium (c)	—		100	+3	—		—	
Small (c)	—		99	Nil	—		—	
Durable goods shops	107	+6	97	+2	123	+12	113	+6 (f)
Furniture shops	101	+5	98	+3	115	+9	—	
Large (c)	—		104	+7	—		—	
Medium and small (c)	—		96	+2	—		—	
Other durable goods shops	111	+7	96	+1 (e)	127	+13*	—	
Radio and electrical goods shops	100	+3	96	+1	110	+7	—	
Radio and cycle shops, cycle shops, perambulator shops								
Electricity showrooms	131	+10	—		131	+10	—	
Gas showrooms	N.A.		—		N.A.		—	
Miscellaneous non-food shops (b)	106	+5	..	..	..	..	..	..
Confectioners, tobacconists, newsagents	106	+3	106	+3	106	+5	—	
Booksellers, stationers	..		111	+9	..		—	
Chemists, photographic goods dealers (d)	102	+3	103	+2	102	+3	96	+5
Jewellers	104	+7	104	+7	103	+7	—	
Leather goods, sports goods, toys and fancy goods shops	111	+5	..	..	..	..	—	
Ironmongers and hardware shops	101	+5	100	+5	106	+7	—	(f)
General Department Stores	102	+5	—		—		—	

* Provisional.

Retail sales seasonally adjusted (*a*)

Index numbers of value of sales per week.

(i) At current prices.

1961 = 100

	All kinds of business	Food Shops	Non-food Shops: Total	Clothing and Footwear Shops	Durable Goods Shops	Other Non-food Shops (b)
1962 3rd quarter	105	105	105	105	105	104
4th quarter	104	105	103	104	103	105
1963 1st quarter	106	108	104	102	99	106
2nd quarter	106	106	105	101	105	107
3rd quarter	109	107	110	112	111	110
1962 September	106	105	106	109	104	105
October	103	104	102	102	103	104
November	105	105	104	106	103	105
December	104	105	104	103	103	105
1963 January	105	108	103	101	98	106
February	105	108	102	101	97	104
March	106	107	106	104	101	106
April	105	107	104	99	102	107
May	107	108	106	103	109	108
June	105	105	106	101	106	106
July	107	106	107	105	108	108
August	110	108	112	114	114	110
September	110	108	112	115	110	110

(ii) At average 1961 prices.

	All kinds of business	Food Shops	Non-food Shops
1962 3rd quarter	101	102	101
4th quarter	101	103	100
1963 1st quarter	101	102	100
2nd quarter	102	102	102
3rd quarter	105	103	106
1962 September	102	103	102
October	100	102	98
November	102	103	101
December	101	103	100
1963 January	102	103	100
February	100	102	99
March	102	101	102
April	101	102	100
May	103	103	102
June	102	101	102
July	103	102	104
August	106	104	108
September	105	103	108

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1963, this occasionally results in inconsistences between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.

(b) Including general department stores.

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continued to grow. Among finished manufactures there were increased imports of consumer goods but there was little change in imports of machinery and imports of ships and aircraft were reduced. The volume of imports of food, beverages and tobacco in the third quarter was 5 per cent more than in the second, having risen since the beginning of the year. Much of the increase in the third quarter was in the quantities of sugar and butter imported. Imports of fuels were lower in the third quarter (as were exports).

wear shops had an increase of 3 per cent (7 per cent). The increase in sales by women's wear shops, however, was only a little less than it was in August (6 per cent against 7 per cent). Prices of clothing and footwear were about 1 per cent higher than a year earlier in September, an increase similar to those of recent months.

Durable goods

After seasonal adjustment there was a small fall in the value of sales by durable goods shops and the index was 110 in September compared with 114 in August but because of the erratic nature of the series this change may well not be significant and the underlying trend of sales is probably upward. For the third quarter the index was 111, against 105 in the second quarter and 99 in the first quarter. In total, sales were 6 per cent higher in September than a year earlier, the same increase as in August, with furniture shops showing an increase of 5 per cent, compared with 3 per cent in August, and other durable goods shops showing an increase of 7 per cent, against 9 per cent in August.

Food shops

The seasonally adjusted index of the value of sales by food shops in September, at 108, was the same as in August, but because of higher prices the volume index fell from 104 to 103.

Notes:

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

Index numbers of values of sales per week, and percentage changes compared with a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,095)				Food shops (£4,171)				Non-food shops											
									Total (£4,923)				Clothing and footwear shops (£1,395)		Durable goods shops (f) (£956)		General department stores (£451)		Miscellaneous non-food shops (b) (£2,121)	
	Value		Volume*		Value		Volume*		Value		Volume*									
1962 Year	103	+3	101	+1	104	+4	102	+2	103	+3	100	Nil	102	+2	102	+2	103	+3	103	+3
1962 Year to date§	102	+4	98	+2	105	+3	101	+1	99	+4	96	+3	97	+3	100	+3	97	+4	101	+5
1962 4th Quarter	118	+3	114	+1	111	+3	108	+1	124	+4	119	+1	127	+3	119	+6	132	+3	123	+3
1963 1st Quarter	97	+3	93	+1	105	+5	100	+1	91	+2	88	+1	83	+2	95	—1	89	+3	95	+3
2nd Quarter	103	+3	99	+2	106	+3	101	+2	102	+4	98	+3	103	+2	98	+3	97	+3	103	+5
3rd Quarter	105	+4	102	+3	105	+2	101	+1	106	+6	102	+5	105	+6	106	+5	104	+6	107	+5
1963 July	108	+4	104	+3	105	+2	101	+1	109	+5	105	+5	108	+7	108	+4	119	+6	109	+5
August	103	+4	100	+4	104	+3	101	+2	102	+6	98	+6	99	+7	103	+6	92	+7	106	+5
September	105	+4	102	+3	104	+3	100	+1	106	+5	103	+5	108	+5	107	+6	102	+5	106	+5

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops																Clothing and footwear shops					
	Grocers (g) (£2,406)		Butchers (£641)		Greengrocers fruiterers (£324)		Fishmongers, poulterers (£81)		Bread and flour confectioners (h) (£196)		Off-licences (£140)		Dairymen (£369)		Other food shops (£14)		Footwear shops (£230)		Men's wear shops (£282)		Women's wear shops (£883)	
1962 Year	104	+4	102	+2	101	+1	102	+2	107	+7	107	+7	106	+6	103	+3	101	+1	102	+2	102	+3
1963 Year to date§	106	+4	101	+2	103	—2	105	+3	111	+6	95	+8	109	+5	96	—5	96	+2	99	+3	96	+4
1962 4th Quarter	111	+3	109	+1	89	—8	104	+3	115	+7	162	+4	111	+8	108	Nil	122	+3	121	+3	130	+3
1963 1st Quarter	107	+5	104	+2	95	—2	101	+2	103	+6	93	+9	110	+8	99	—2	73	—3	91	+3	83	+3
2nd Quarter	106	+3	98	+1	114	—2	106	+3	113	+7	94	+7	112	+6	95	—6	107	+2	103	Nil	102	+2
3rd Quarter	106	+3	100	+2	100	—3	106	+3	116	+5	99	+8	106	+1	92	—8	108	+6	104	+5	105	+6
1963 July	105	+2	98	+3	112	—5	111	+4	116	+4	100	+8	109	+2	89	—9	113	+9	109	+6	107	+7
August	106	+3	98	+1	100	—2	106	+2	117	+5	99	+9	105	+3	88	—9	102	+6	102	+7	97	+7
September	106	+3	103	+2	90	—1	102	+4	116	+6	97	+7	105	Nil	98	—7	110	+4	101	+3	109	+6

(Sales in 1961 £ million)	Durable goods shops (f)								Miscellaneous non-food shops									
	Furniture shops (£403)		Other durable goods shops: Total (£472)		Radio and electrical goods shops, Radio and cycle shops, perambulator shops (£368)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£795)		Booksellers, stationers† (£60)		Chemists, photographic goods dealers (d) (£261)		Jewellers (£89)		Leather goods, sports goods, toys and fancy goods shops (£76)		Ironmongers and hardware shops (£236)	
1962 Year	102	+2	103	+3	101	+1	108	+ 8	114	+14	104	+4	105	+5	103	+3	100	Nil	101	+1	102	+2
1963 Year to date§	97	—1	103	+6	98	+4	112	+ 9	N.A.		104	+4	105	+6	100	+4	89	+3	88	+1	104	+4
1962 4th Quarter	114	+2	123	+9	122	+5	126	+20	127	+24	113	+2	123	+5	124	+3	141	Nil	140	Nil	111	+3
1963 1st Quarter	89	—6	101	+4	99	+3	98	+10	116	+ 6	102	+3	105	+6	91	+2	74	—4	67	—4	102	+5
2nd Quarter	97	Nil	100	+6	95	+5	116	+12	117	+12	104	+5	103	+7	102	+4	84	+5	88	Nil	103	+3
3rd Quarter	105	+3	107	+8	100	+5	122	+ 7	N.A.		106	+3	106	+6	109	+5	108	+7	110	+5	107	+5
1963 July	115	+2	103	+6	97	+6	118	+ 1	124	+13	106	+4	109	+4	113	+6	108	+4	107	+6	106	+5
August	101	+3	106	+9	101	+7	116	+10	133	+21	107	+2	96	+4	112	+8	112	+9	113	+5	114	+7
September	101	+5	111	+7	100	+3	131	+10	N.A.		106	+3	111	+9	102	+3	104	+7	111	+5	101	+5

† Independent retailers only. * At average 1961 prices. § January to September.

Notes on Retail Sales (Continued)

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961=100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September 1963 sales was the five weeks from August 25, 1963, to September 28, 1963, the corresponding period in 1962 was from August 26, 1962, to September 29, 1962. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Census of Production for 1963

AS ALREADY announced (see *Board of Trade Journal* of August 31, 1962, page 451), a full and detailed Census of Production is to be taken in 1964 in respect of the year 1963.

An order prescribing the matters about which returns may be required has now been made by the Board of Trade. Undertakings producing coal, gas, electricity, oil-shale, crude or refined petroleum or shale oil products are exempted from making Census of Production returns. (Information corresponding to that collected in the Census will be obtained from these undertakings by the Ministry of Power.)

The Order, which operates from December 31, 1963, is the Census of Production (1964) (Returns and Exempted Persons) Order 1963, (S.I. 1963 No. 1768). Copies: H.M. Stationery Office, price 3d., by post 5½d.

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Hire purchase business in September

AFTER making allowance for normal seasonal movements hire purchase and other instalment credit business continued buoyant in September. The underlying trend of the sales on credit terms by household goods shops and of the new credit advanced by finance houses appears, in each case, to be upwards though there are liable to be month to month irregularities in the figures. For the third quarter of the year it is estimated that, after allowing for seasonal factors, the credit sales of household goods shops were about 5 per cent higher than in the second quarter. New credit advanced by finance houses, largely for motor vehicles, was about 10 per cent higher.

Household goods shops

Sales on hire purchase and other instalment credit terms by household goods shops in September were nearly 10 per cent more than a year earlier, compared with increases of only 2 to 3 per cent in July and August; but month to month irregularities make the significance of this difference uncertain.

Both the main categories of shop shared in the rise. Hire purchase and other instalment credit sales by furniture and furnishings shops were some 8 per cent more than a year ago, while in the hardware, radio, electrical, etc., group, the rise was about one-tenth.

Instalment debt outstanding to household goods shops as a whole rose by a further £4 million in September to a total of £323 million at the end of the month; this was some £23 million higher than at the end of September 1962.

Debt

Table 1—Estimates of hire purchase and other credit instalments outstanding

END OF PERIOD — £ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1961	321	315	312	308	306	306	306	305	303	303	303	309
	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308	311	313	315	319	323			
Owed directly to finance houses	1961	607	607	622	631	643	651	662	660	650	639	628	618
	1962	606	598	592	590	593	593	597	593	590	583	575	569
	1963	562	559	563	573	584	593	603	608	611			
Total of above	1961	928	922	934	939	949	957	968	965	953	942	931	927
	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874	881	895	906	918	927	934			

Table 1a—Commodity analysis of hire purchase and other credit instalments outstanding

END OF PERIOD — £ million

	1957	1961			1962				1963		
	Dec.	June	Sept.	Dec.	March	June	Sept.	Dec.	March	June	Sept.
Private and commercial motor vehicles and caravans	197	492	490	461	441	442	436	416	406	437	449
Farm and industrial equipment	21	60	62	68	71	70	68	66	67	65	70
Household goods (a)	221	371	365	366	343	343	352	372	368	369	380
Other goods	9	34	36	32	33	32	34	33	33	35	35
Total	448	957	953	927	888	887	890	887	874	906	934

(a) Includes pedal cycles.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: For household goods	New Credit Extended: For other durable goods	New Credit Extended: Total	Repayments	Change in Debt
1958	292	363	655	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1960 1st Quarter	87	152	239	179	+ 60
2nd Quarter	73	156	229	182	+ 47
3rd Quarter	64	117	181	185	— 4
4th Quarter	77	94	171	188	— 17
1961 1st Quarter	64	136	200	201	— 1
2nd Quarter	69	164	233	210	+ 23
3rd Quarter	72	126	198	202	— 4
4th Quarter	78	89	167	193	— 26
1962 1st Quarter	63	104	167	206	— 39
2nd Quarter	69	128	197	198	— 1
3rd Quarter	79	114	193	190	+ 3
4th Quarter	90	91	181	184	— 3
1963 1st Quarter	66	102	168	181	— 13
2nd Quarter	74	146	220	188	+ 32
3rd Quarter	83	133	216	188	+ 28

Finance houses

New hire-purchase and other instalment credit extended by hire-purchase finance companies in September was about one-fifth more than a year earlier, compared with rises of about one-eighth recorded in July and August. As in other recent months credit advanced for new cars showed the largest rise among the main categories of goods, the September figure in this case being nearly 50 per cent more than in the corresponding period last year. Credit advanced for used cars was nearly one-fifth up, against comparatively small rises in July and August.

Instalment debt owed directly to finance houses by hirers, etc., rose, rather against the normal seasonal movement, by £3 million to £611 million at the end of the month. Amounts owed by retailers under block discounting arrangements were unchanged at £47 million.

LISTS OF POTENTIAL CUSTOMERS

Besides providing the **Export Service Bulletin** *which on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.*

Notes on statistics

THE STATISTICS in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example, a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered

New business of household goods shops

Table 3—Index numbers of value of goods sold on hire purchase and other instalment credit per week

Average of 1957 = 100

		Year	Jan.	Feb.	March (*a*)	April	May	June (*a*)	July	Aug.	Sept. (*a*)	Oct.	Nov.	Dec (*a*)
FURNITURE AND FURNISHING SHOPS	Total (multiple and independent retailers, co-operative societies)	1961	97	90	98	102	104	104	121	102	106	117	126	132
		1962	98	96	94	100	105	104	115	108	113	124	131	140
		1963	93	87	94	105	114	102	121	110	122			
	of which: Multiple retailers (*b*)	1961	98	95	99	106	108	114	125	106	110	121	131	138
		1962	103	100	94	102	106	114	126	115	118	131	139	151
		1963	101	96	98	114	120	115	132	117	130			
	Independent retailers	1961	94	83	92	95	95	92	109	94	99	109	115	122
		1962	89	90	89	93	97	89	97	92	99	108	113	122
		1963	81	75	85	93	100	84	100	95	103			
HARDWARE, RADIO, ELECTRICAL GOODS, CYCLE AND PERAMBULATOR SHOPS	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1961	92	96	97	99	104	104	125	96	99	105	105	113
		1962	89	89	93	88	98	116	118	112	116	120	127	136
		1963	97	97	102	96	112	119	118	118	128			
	of which (multiple and independent): Radio and electrical goods, cycle and perambulator shops	1961	72	67	64	72	74	72	88	68	69	78	77	93
		1962	68	61	60	62	66	78	79	78	75	82	86	106
		1963	71	67	67	66	73	74	79	82	78			
DEPARTMENT STORES: Household goods departments		1961	133	119	117	123	124	111	156	109	119	141	143	146
		1962	142	114	111	117	120	121	148	122	134	153	160	155
		1963	138	109	111	116	129	112	155	119	134			
TOTAL, HOUSEHOLD GOODS SHOPS		1961	97	95	99	102	106	105	125	100	104	113	117	124
		1962	97	94	94	95	103	111	119	111	116	124	131	139
		1963	98	93	99	101	114	111	122	114	126			

(*a*) Average of five weeks.
(*b*) Multiple retailers are defined as those having ten or more branches.

New business of finance houses

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month

Monthly average of 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1961	116	173	234	206	241	224	242	139	111	114	115	83
	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270	314	255	274	204	201			
Private cars – used	1961	131	179	204	183	218	201	195	143	110	118	108	79
	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168	188	160	181	162	149			
Commercial motor vehicles – new and used	1961	195	212	246	221	238	235	240	163	142	154	144	110
	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168	188	155	169	140	139			
Motor cycles, side-cars, power assisted cycles – new and used	1961	71	108	171	160	184	161	160	135	85	73	59	37
	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87	102	88	97	94	73			
Caravans – new and used	1961	74	137	220	219	242	248	226	188	146	159	123	80
	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242	235	216	231	209	177			
Farm equipment and tractors	1961	128	123	195	195	195	217	201	169	132	150	128	79
	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139	143	119	162	179	170			
Industrial and building plant and equipment	1961	251	239	312	311	360	315	346	233	239	272	263	211
	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295	329	276	339	260	264			
Household goods (*a*)	1961	138	114	126	120	136	123	133	115	107	118	119	104
	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107	124	105	120	120	118			
All goods (including goods not shown above)	1961	144	168	207	190	220	204	207	150	123	131	125	96
	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177	201	169	189	162	154			

(*a*) Includes pedal cycles and mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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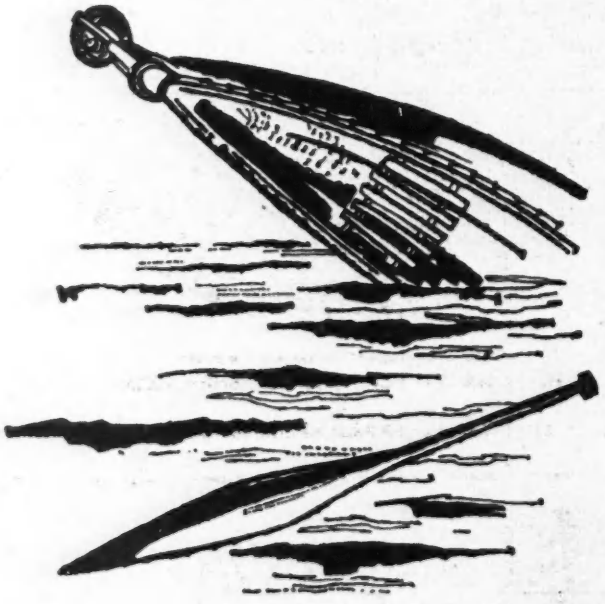

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into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. Preliminary results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops,' which was distinguished in Table 3 up to December 1962, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138.32; of which multiple retailers, 58.76 and independent retailers, 59.80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153.92; of which radio and electrical goods, cycle and perambulator shops, 98.80; department stores (household goods departments), 22.36. Total, household goods shops, 314.60.

The estimates in £'s million of the amount of new hire purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55.96 and (used), 122.36; commercial motor vehicles, 46.25; motor cycles, etc., 32.33; caravans, 7.03; farm equipment and tractors, 7.53; industrial and building plant and equipment, 17.02; household goods (including pedal cycles), 49.01; and all goods, 350.57.

Economic trends—October 1963

H.M. TREASURY have published the October issue of 'Economic Trends' which contains an article by the Central Statistical Office presenting estimates of national income and expenditure in the second quarter of 1963 and earlier quarters. Figures are given quarterly back to 1955, consistent with the annual figures published in the Blue Book of National Income and Expenditure, 1963. Copies: H.M. Stationery Office. Price 6s.

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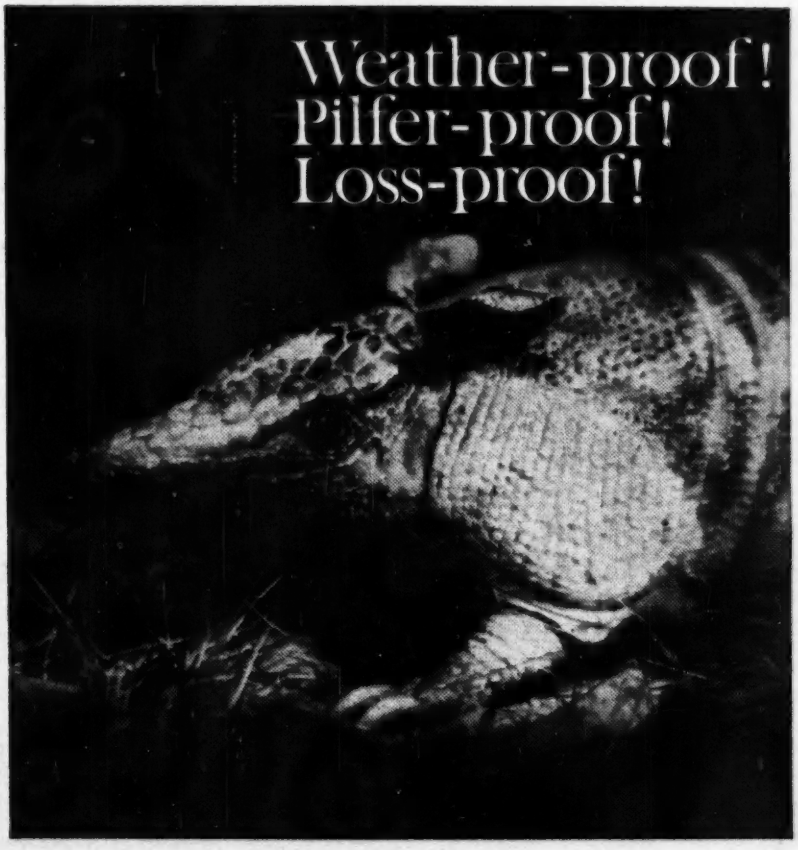

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Government Surplus Sales by Auction

AIR MINISTRY

1963	Stores	Location	Auctioneers
Nov. 20 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include M.T. engines and spares, gear boxes, axles, Millars spares, Coles crane spares, parachute canopies, fittings and packs, nylon cord and webbing, radio and radar spares, aero engine and aircraft spares, flame tubes, jet pipes, Brooks electric motors, cooling units, generators, cable, batteries, aluminium containers, blankets, textiles, furniture, fire extinguishers, buckets, furniture, household equipment and general stores.

Nov. 27 .	Miscellaneous stores and equipment . .	Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
Nov. 28-29 .	Sale of huts and buildings . . .	Royal Air Force Station, Bridgnorth, Shropshire.	Nock, Deighton & Son, 52 Whitburn Street, Bridgnorth, Shropshire. (Tel. 2203/4).
Dec. 19 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units and Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell, cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Tenders invited for the purchase and removal of:

(a) Two T.2 hangars (approx. 240 ft. x 120 ft.) and a Nissen hut at Westonzoyland, near Bridgwater, Soms.

(b) Three E.D.D. sheds (approx. 700 ft. x 300 ft., 600 ft. x 300 ft. and 350 ft. x 300 ft. respectively) at Burtonwood, Nr. Warrington, Lancs.

Apply within seven days of the date of this notice to Air Ministry, C 19a, London, W.C.1, for tender forms.

WAR OFFICE

1963	Stores	Location	Auctioneers
Nov. 12 .	Machine tools and miscellaneous stores .	Various W.D. Depots. (*Sale at Cheetham Town Hall, Manchester*, 8.)	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester, 3. (Tel. Deansgate 3176.)
Nov. 14 .	Canvas, plant, engineering and carpentry tools and miscellaneous stores.	Central Ordnance Depot, Didcot, Berks. .	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025).
Nov. 21-22 .	Plant, electrical, engineering and miscellaneous stores, including:	Technical Stores, Sub-Depot, Wem, Salop. .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).

Industrial fork lift trucks; industrial tractors; Rushton Hornsby 30 h.p. diesel engine; wheels and tyres; Vickers Armstrong V.S.G. pumping sets; diesel generator sets 62½ kVA.; Lister generator set 22 kW.; charging sets 35v. and 15v.; E.C.D. water purification plant; water pump; armoured and canvas water hose; Reavell dry air charging plants; 2,500 p.s.i. paint spraying plants; pneumatic hose; pneumatic hammer drills; Globe concrete breakers; Armstrong Whitworth pneumatic rotary saws; Danarm portable saws; Warsop petrol engined concrete breakers; wireless sets R.220 and A.R.88; installation kits; receivers headgear; battery vibrators; B.T.H. and Newman electric motors; desk telephones; batteries 12v. and 6v.; mine detectors; cable jacks 5-ton; filament bulbs; field telegraph ladders; stay wire; copper wire; web satchels; earth augers; empty wooden boxes; low tension electric cable and wire; industrial engine spares; wireless, water pump and pneumatic spares; binoculars; compasses; theodolites; watches; survey equipment; small hand tools; drawing instruments; vacuum and pressure gauges; thermometers; periscopes, etc.

Nov. 28 .	Vehicles, M.T. spares, watches and miscellaneous stores.	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
Dec. 3 .	Miscellaneous stores	Returned Stores Group, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER—MACHINE TOOLS

Multi-spindle drills; centreless, surface and tool and cutter grinders; auto, capstan and disc lathes; horizontal miller; H.D. hydrotel miller; tapping machines; blade sawing and shaping machines; special purpose milling machines; air compressors, etc.

Locations: W.D. Storage Depots, Madeley, Nr. Crewe, and Byley, Nr. Middlewich, Cheshire.

Application for tender forms to War Office, Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by November 26, 1963. Permission to view on presentation of tender forms only.

MINISTRY OF PUBLIC BUILDING AND WORKS

SALE BY TENDER – EX THE BOAT HOUSE, HYDE PARK, LONDON.

The chlorination boat used on the Serpentine, Hyde Park. The boat is 25 feet long and 7 ft. 6 in. in beam with a draught of 1 ft. 6 in. It is powered by an 8 b.h.p. Stuart Turner marine engine Type D55 M.R.E. and has a variable pitch propeller to give a working speed of two knots. The water treatment pump is operated by a two-stroke petrol engine. Other equipment includes a Wallace and Tierman Type M.S.V.A303 chlorinator and a Type M.O.P.A. ammoniator. There is also a spare engine for the boat and a spare engine for the water treatment pump. The boat was purchased in 1950 and has been overhauled and painted annually.

Applications for tender documents should be made to Ministry of Public Building and Works, Supplies Division, Disposals Section, Southbridge House, Southwark Bridge Road, London, S.E.1, not later than November 21, 1963.

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Burapha Palace, BANGKOK (Thailand)
Cables: "SANGARUN BANGKOK"

3rd BITF 26th Feb—14th Mar 1965

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OLYMPIA LONDON
13TH.-27TH. NOVEMBER

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13-27 November Olympia London
Mon-Wed Sat 10 6 Tues Thur Fri 10-8

Further information from:
The Building Exhibition (Room G29),
11 Manchester Square, London, W.1.

Exhibitions and Fairs

Because of pressure on space, the full list of European Trade Fairs will be published in the Board of Trade Journal in the issue dated December 13, and not December 6, as previously announced.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Publiuhed
United Kingdom	*Nov.* 1	*Feb.* 7
Outside Europe	*Oct.* 4	*Jan.* 3
Europe	*Sept.* 6	*Dec.* 13

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.*1 *(Tel. Trafalgar* 8855, *Ext.* 3096, *Europe;* 3097 *United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

** indicates fair which is held annually at approximately the time stated.*

† indicates fair which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full list published in the *Board of Trade Journal* on September 6.

EUROPE

ADDITIONS:

DUBLIN: SPRING SHOW AND INDUSTRIES FAIR – May 5-9, 1964.
* Apply, Royal Dublin Society, Balls Bridge, Dublin.

British sports goods display at Cologne

THE BOARD OF TRADE have for the second year running collaborated with the Federation of British Manufacturers of Sports and Games in organizing a display at the International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA), which opened at Cologne on November 3. The Fair closed on November 5.

Fourteen member-firms of the Federation took part in the display, which occupied about 3,400 square feet. They exhibited a wide selection of goods including equipment for camping, basketball, badminton, darts, fishing, golf, tennis and under-water swimming. A trade information inquiry bureau was staffed by the Federation.

In addition to the official British display, twenty-one British firms exhibited independently or on the stands of agents.

It is estimated that exhibitors from twenty countries took part. The last SPOGA attracted more than 10,000 trade buyers including 2,000 from forty-four countries.

Radio communications exhibition

FIFTY YEARS of radio communications were featured at the Radio Society of Great Britain International Radio Communications exhibition at the Seymour Hall, Marble Arch, London, from October 30 to November 2. Radio equipment which dated from before World War I to the most up-to-date all-transistor VHF communication receivers were exhibited together with modern television cameras and radio teleprinters.

New British products included a range of British receivers and transceivers for both fixed and mobile working.

Other features included a display of technical books, new type aerials for VHF, television, communication and multi-stacked VHF and aerials for long distant transmitting and receiving, and television wavelengths.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organisers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicise such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

British design exhibition for Moscow in 1964

AN EXHIBITION of modern British industrial design will be held in Moscow from August 20 to September 20, 1964, in one of the pavilions at the Exhibition of Economic Achievements. Arrangements for the exhibition have now been agreed between the Council of Industrial Design and the Central Office of Information on the British side, and the All Union Scientific Research Institute of Industrial Design on the Russian side.

The design of the exhibition – 'The Role of the Industrial Designer in British Industry' – will be by the Conran Design Group. The exhibition's purpose is to demonstrate methods of industrial design and various stages of work carried out by the industrial designer upon a number of products from the first drawing to the finished example. The exhibition area of some 9,000 square feet (836 square metres) will be divided into four sections. The first section will illustrate by photographs, drawings, prototypes and products in the round, the function of the industrial designer in Britain, how he is trained and the various ways he may be employed. Sections two, three and four will be concerned with goods for the factory and office, transport and equipment for railway stations and airports, and goods for the home. In each of these sections the main feature will be stories of product development, indicating the advantages that have been gained from the designer's contribution.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour
Industrial Production
Fuel and Power
Industrial Materials
External Trade
Finance
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HMSO

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One ticket covers admission to the three exhibitions

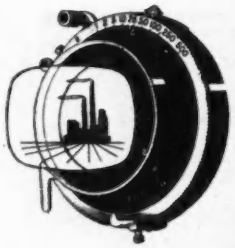
INTERNATIONAL

FACTORY EQUIPMENT EXHIBITION

The International Factory Equipment Exhibition is recognised as the ideal means for keeping abreast of the latest developments in production, construction and maintenance. Now ten times its original size, this year's exhibition occupies the whole of the ground floor and part of the first floor at Earls Court, amounting to some 250,000 square feet. Grouped in separate sections to enable visitors to assess and compare individual types of equipment and products, the Factory Equipment Exhibition caters for the needs of every type of factory, large or small. Because the Factory Equipment Exhibition helps to raise output, lower costs and increase efficiency, it provides a vital link in the furtherance of industrial prosperity.

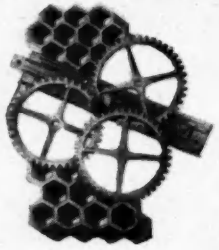
Sponsored by: The London Chamber of Commerce, *The Financial Times*, *Industrial Equipment News*, *Industrial Handling*

INDUSTRIAL PHOTOGRAPHIC AND TELEVISION EXHIBITION



Running concurrently with the International Factory Equipment Exhibition at Earls Court is the third Industrial Photographic and Television Exhibition. Presenting the most comprehensive collection of industrial photographic and television equipment ever seen in the United Kingdom, this specialised technical exhibition shows in practical manner the innumerable ways in which photography can be used to cut costs, improve quality and increase sales.

Sponsored by: *The Financial Times*



ENGINEERING MATERIALS AND DESIGN EXHIBITION

Enabling engineering designers to examine the widest variety of materials and applications at first hand, the Engineering Materials and Design Exhibition provides a unique opportunity for the interchange of ideas and information. Exhibits will include metals, plastics, castings, forgings, glass-fibres, couplings, mouldings, seals, wheels, wire, springs, tools and instruments, many entirely new.

ENGINEERING MATERIALS AND DESIGN CONFERENCE

Concurrently with the exhibition a Conference *is being held daily throughout the week covering aspects of design in a wide range of materials. Full particulars and registration form may be obtained from the organisers.*

Sponsored by: *The Financial Times*
Engineering Materials & Design

EARLS COURT 11–16 NOVEMBER 1963

DAILY 9.30 - 6.0 LAST DAY 9.30 - 4.0

Further information from the organisers: Industrial & Trade Fairs Limited, Commonwealth House, 1-19 New Oxford St., London, W.C.1 Telephone: CHAncery 9011

Electrical Engineers' Exhibition dinner

THE PART PLAYED in the national economy by the electrical industry – which exports one-fifth of its total output, representing about 10 per cent of all United Kingdom exports of manufactured goods – was praised by Mr. J. A. Boyd-Carpenter, Chief Secretary to the Treasury and Paymaster-General, at the Electrical Engineers' (ASEE) Exhibition dinner in London on October 29.

Mr. Boyd-Carpenter was proposing the toast to 'The Electrical Industry'. Over 850 guests represented not only every branch of the electrical industry but Embassies, High Commissioners, the armed forces, many Government departments and electrical and allied associations at the dinner, which is traditionally held some months before the exhibition, to be held in 1964 from March 18 to 25 at Earls Court.

Export performance of industry

The guests heard Mr. Boyd-Carpenter say: 'I am glad to see that your industry places so much importance on getting the right brains and also that it concentrates on the equally important task of selling the products. It isn't enough to make the right things. It is essential to present them favourably, conspicuously and clearly'.

Sir Roger Makins, chairman of the United Kingdom Atomic Energy Authority, replied to the toast and pointed out that the export performance of the industry was equalled only by the motor and chemical industries. Referring to the rapidly increasing size of the electrical industry, Sir Roger said that recently great importance had been laid on growth in the economy and that it was on this aspect of economics that public attention is becoming focused.

A biennial exhibition

The rapid growth of the industry was also referred to by Mr. R. F. Mathieson, chairman of the Exhibition company. This growth was reflected in that of the exhibition itself, he said. 'Certainly there would seem to be some connection between prosperity and a thriving exhibition, because throughout Europe we find that the most successful nations have a vigorous and expanding exhibition industry'.

Speaking of the recent decision to hold the exhibition every two years, Mr. Mathieson said that the Exhibition company had been reluctant to disrupt the pattern of a display which not only helped to sell goods but which could be a source of inspiration to designers and production engineers and a source of information to all engaged in the industry. However, the exhibitors had preferred a biennial exhibition.

Mr. Mathieson announced that the 1964 Electrical Engineers' Exhibition would not only be the first in the new series of biennial exhibitions, it would also be the first to be open to exhibitors from all over the world. 'We think that the number of exhibitors from abroad is a very good start,' he said. 'Some 570 exhibits will occupy approximately 228,000 square feet of stand space and this will include 38 exhibitors from nine foreign countries'.

Mr. Mathieson continued that the increased stand space available in the exhibition would be made possible by dropping the feature previously held on the first floor and by rearranging the stands. 'It is, I think, a happy coincidence that the 1964 Exhibition coincides with the Golden Jubilee of the ASEE, and we are hoping that the exhibition will bring an added lustre to the occasion,' he said. 'From what we have heard from our exhibitors so far, they intend to make up for the idle year by putting on a display second to none and we are certainly doing everything possible to attract more and more visitors. One thing is certain, engineers and buyers who want to see the latest and the best electrical equipment must visit Earls Court next March'.

Mr. Mathieson then proposed the toast 'The 1964 Exhibition', which was replied to by Sir George Briggs, managing director of Hawker-Siddeley Industries Ltd.

Regional Organisation of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Clarendon House, Clayton Street West, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
Barry Kay, C.B.E.

South Western Region
Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
40 George Street, Glasgow. C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 463.)

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No. 1 **MEN, STEEL, AND TECHNICAL CHANGE,** by the Industrial Research Section, Department of Social Science, University of Liverpool. **2s.** (*post* 2*d.*)

No. 2 **MANAGERS FOR TOMORROW,** by Rosemary Stewart **2s. 6d.** (*post* 4*d.*)

No. 3 **MANAGEMENT AND TECHNOLOGY,** by Joan Woodward **3s.** (*post* 4*d.*)

No. 4 **WHAT THEY READ AND WHY,** by Nigel Calder **2s.** (*post* 2*d.*)

No. 5 **HUMAN PROBLEMS OF INNOVATION,** by Honor Croome **2s. 6d.** (*post* 3*d.*)

No. 6 **TRAINING MADE EASIER** **2s.** (*post* 3*d.*)

No. 7 **THE OLDER WORKER AND HIS JOB,** by Hilary M. Clay **1s. 3d.** (*post* 3*d.*)

No. 8 **ERGONOMICS OF AUTOMATION,** by A. T. Welford **3s. 6d.** (*post* 4*d.*)

No. 9 **AUTOMATION AND SKILL,** by E. R. F. W. Crossman **3s. 6d.** (*post* 4*d.*)

No. 10 **WOMAN, WIFE, AND WORKER,** by the Social Science Department, London School of Economics and Political Science **2s.** (*post* 3*d.*)

No. 11 **MONEY FOR EFFORT,** by T. Lupton **1s. 9d.** (*post* 3*d.*)

No. 12 **HUMAN SCIENCES AID TO INDUSTRY** **2s.** (*post* 3*d.*)

No. 13 **THE SUPERVISOR AND HIS JOB** **3s.** (*post* 4*d.*)

A booklet 'Commerce, Industry & HMSO' (a selection of Government publications for the Businessman) may be obtained free from HMSO, P 6a (GB), Room D74, Atlantic House, Holborn Viaduct, London, E.C.1.

HMSO

Government publications may be purchased from the Government Bookshops in London, Edinburgh, Manchester, Birmingham, Cardiff, Bristol and Belfast, by post from P.O. Box 569, London, S.E.1, or through any bookseller

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Bolivia and Yugoslavia

A COMMERCIAL AGREEMENT between Bolivia and Yugoslavia was signed in Cochabamba, Bolivia, on October 24 which will come into force after the exchange of instruments of ratification. In the meantime the agreed arrangements are to be applied provisionally from the date of signature.

The new agreement replaces the Commercial Treaty of October, 8, 1954, (reported in the *Board of Trade Journal* of November 27, 1954, page 1154) and shall apply for a period of two years. It is renewable by 'tacit consent' provided that neither of the parties denounces it three months before the expiry of any period during which it is in force.

The terms of the agreement are of a general nature providing for most-favoured-nation treatment and 'every facility' for export and import. There is also provision for the setting-up of a Mixed Commission to meet regularly for the purpose of further developing commercial and economic relations between the two countries.

An important advantage gained by Bolivia arises from the provision that payments shall be made in freely convertible United States dollars.

A translation of the text of the new agreement is available for inspection at Export Services Branch (Tariff Section), Board of Trade, Room E.46, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 476).

Algeria and Switzerland

THE ALGERIAN *Journal Officiel* of September 17, has published the text of a commercial agreement signed in Algiers on July 5. The agreement is in force until December 31, 1964, thereafter being renewable annually by mutual agreement. The agreement also extends to the Principality of Liechtenstein.

Amongst goods to be imported by Switzerland from Algeria are wines, fresh or preserved fruit and vegetables, tinned fish, olive oil, essential oils, tobaccos, sheep skins, cork and cork products, leather goods and carpets.

Products to be imported into Algeria from Switzerland will inolude all forms of milk products, stock cattle, chemical products, fabrics, mechanical and electrical goods, cheeses, sewing machines and instruments of various kinds.

No specific quotas are given in this agreement.

The French text of the agreement may be seen at Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

EEC and Iran

A NOTICE AT page 813 of the *Board of Trade Journal* published October 11, provided a summary of the provisions of the trade agreement, which had been initialled, between the European Economic Community and Iran.

The *Journal Officiel des Communautes Europeennes* dated October 23, contains the text of the agreement, signed in Brussels on October 14, which provides for the agreement to enter into force on December 1, 1963, and not January 1, 1964, as was suggested in the earlier notice.

West Germany and Togo

AN AGREEMENT on capital aid between the Federal Republic of Germany and the Republic of Togo was signed in Bonn on July 9. Under the terms of this agreement Togo will be granted a credit of DM 53,000,000 to be used for the construction of a port at Lomé.

Tanganyika and Bulgaria

IT HAS BEEN announced that a trade agreement between Tanganyika and Bulgaria was signed in Dar-es-Salaam on October 5.

The Agreement provides that both countries shall accord to each other most favoured nation treatment in respect of all imports and exports and that the transport facilities of each country are made available to the other on the same basis.

The Agreement also provides that the expected increase in trade shall be balanced so as to be of maximum benefit to both countries.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2929), quoting reference CRE 8719/G.

Ivory Coast accedes to Industrial Property Convention

THE REPUBLIC of the Ivory Coast has acceded in her own right to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, having previously been a Convention country as a French Colony. An Order in Council has accordingly been made declaring the Republic to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks.

The Order (S.I. 1963 No. 1757) came into operation on October 23, 1963. Copies may be obtained from the Sale Branch of the Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from H.M Stationery Office. Price 3d., by post 6d.

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Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433) (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

AUSTRALIA

Building Construction for National Capital Development Commission. (Advance Information). Closing date not known. E.S.B. 34182/63.

Boilers for State Electricity Commission of Queensland. March 11, 1964. E.S.B. 33369/63.*

Electrical Equipment for State Electricity Commission of Victoria. January 13, 1964. E.S.B. 30680/63.

Generating Station Equipment for State Electricity Commission of Western Australia. April 16, 1964. E.S.B. 34080/63.*

Foundry Equipment for Queensland Railways. November 21. E.S.B. 33634/63.

Main Switch Board for the Cairns Harbour Board. November 21. E.S.B. 33639/63.

Postmaster General's Department :

Boring Attachment. November 26. E.S.B. 33772/63.*

Pliers and Screwholders. December 10. E.S.B. 33773/63.*

Sewerage Plant for Mackay City Council Sewage Treatment Works. December 17. E.S.B. 33750/63.*

Surge Diverters for Mackay Regional Electricity Board. December 18. E.S.B. 34058/63.*

BRITISH WESTERN CARIBBEAN

Atlantic Underwater Testing and Evaluation Centre for Bureau of Yards and Docks. (Further Information.) January 15, 1964. E.S.B. 33697/63.*

BURMA

Radial Gate for Irrigation Department. November 30. E.S.B. 34072/63.*

Civil Stores Committee :

Yarns and Fibres. November 29. E.S.B. 34028/63.*

Woollen Yarn. November 29. E.S.B. 34029/63.*

Yarns. November 22. E.S.B. 33775/63.*

CEYLON

Civil Engineering Construction Project for Ceylon Cement Corporation. November 18. E.S.B. 33741/63.

Paints for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 32657/63.*

Construction of Transmission Lines for Ministry of Land, Irrigation and Power. December 17. E.S.B. 33680/63.*

National Small Industries Corporation :

Brick-Making Plant and Machinery. (Further Information.) Closing date postponed to November 29. E.S.B. 25956/63.

Machine Tools. (Further Information.) Closing date extended to November 18. E.S.B. 31403/63.*

Colombo Municipal Council :

Laboratory Equipment : Chemicals. November 27. E.S.B. 34024/63.

Pipes and Specials. December 11. E.S.B. 34023/63.

Mercury. November 27. E.S.B. 34025/63.

CHILE

Laboratory Equipment for Servicio Nacional de Salud. November 19. E.S.B. 33648/63.*

COSTA RICA

Telephones for Instituto Costarricense de Electricidad. January 16, 1964. E.S.B. 33781/63.*

CYPRUS

Steel Tubes for Tender Board. November 23. E.S.B. 34057/63.*

EGYPT

Synthetic Resin Plant for The General Organisation for Executing the Five Year Industrial Plan. (Further Information.) Closing date postponed to January 11, 1964. E.S.B. 26495/63.*

Egyptian Railways :

Electrodes. December 14. E.S.B. 33769/63.

Steel Files. December 16. E.S.B. 33770/63.

ETHIOPIA

Diesel Generating Sets for Ethiopian Electric Light and Power Authority. January 27, 1964. E.S.B. 34027/63.*

FORMOSA

Refrigeration and Air-Conditioning Equipment for China Development Corporation. November 25. E.S.B. 34086/63.*

Central Trust of China :

Steel Channels. (Further Information.) November 19. E.S.B. 28127/63.*

Pumps. November 18. E.S.B. 33788/63.*

Steel Angles, Blooms and Bars. November 18. E.S.B. 34004/63.*

Measuring Sets. November 22. E.S.B. 34301/63.*

Antenna : Power Line Carrier Telephone Equipment. November 20. E.S.B. 34311/63.*

Electrical Measuring Instruments. November 19. E.S.B. 33780/63.*

Fuse Links. November 20. E.S.B. 33778/63.*

Wire Grips. November 18. E.S.B. 33644/63.*

Line Traps. November 18. E.S.B. 33753/63.*

Chloral Still. November 18. E.S.B. 33641/63.*

Steel. November 20. E.S.B. 33645/63.*

Coal Mining Equipment. November 18. E.S.B. 33756/63.*

FRANCE

North Atlantic Treaty Organisation :

Envelopes. November 30. E.S.B. 34035/63.*

Paper. November 30. E.S.B. 34034/63.*

Supreme Headquarters Allied Powers Europe :

File Folders. November 25. A limited number of tender documents available. E.S.B. 34346/63.*

Stationery. November 29. A limited number of tender documents available. E.S.B. 34030/63.*

Office Requisites. December 10. E.S.B. 34019/63.*

GREECE

Ministry of Trade :

Gasolene. November 21. E.S.B. 34077/63.*

Rolling Stock and Spares. November 28. E.S.B. 33703/63.*

Photographic Material. November 18. E.S.B. 33393/63.*

Office Machinery. November 19. E.S.B. 33394/63.*

Pipes. December 2. E.S.B. 33633/63.*

Office Machinery. December 13. E.S.B. 33700/63.*

A 129 ft. long reformer feed prefractionator under construction recently at the Greenwich works of G. A. Harvey and Co. (London) Ltd., for export to San Lorenso, Argentina. The 9 ft. diameter column was made to the order of John Thompson (Wolverhampton) Ltd., as part of a large contract they are undertaking for Fish International Constructors Incorporated, Texas.

Printing Machine : Offset Printing Press. December 12. E.S.B. 33702/63.*

INDIA

Conductors for Gujarat Electricity Board. December 16. E.S.B. 34085/63.

Cranes for Government of Kerala. November 25. E.S.B. 33656/63.

Longwall Coal Cutting Machine for National Coal Development Corporation Ltd. December 20. E.S.B. 33709/63.

Machine Tools Plant for Hindustan Machine Tools Ltd. November 21. E.S.B. 33662/63.*

Milk Powder for Directorate of Dairy Development and Animal Husbandry. November 18. E.S.B. 34312/63.*

Railway Electrification for Railway Electrification, Calcutta. Closing date postponed to November 30. E.S.B. 28770/63.

Switchboard for U.P. State Electricity Board. December 9. E.S.B. 33710/63.

Thermal Power Plant Piping for Maharashtra State Electricity Board. December 9. E.S.B. 34008/63.

Transformers for Delhi Electric Supply Undertaking. November 30 E.S.B. 33789/63.

Transformers: Switchgear: Cable for Mysore State Electricity Board. December 9. E.S.B. 33796/63.*

Transformers for Koyna Hydro Electric Project. January 6, 1964. E.S.B. 34007/63.

Damodar Valley Corporation :

Insulators. December 2. E.S.B. 34306/63.*

Intercommunication Equipment. (Further Information.) Closing date postponed to December 16. E.S.B. 30505/63.*

South Eastern Railway :

Railway Automatic Signalling. January 7, 1964. E.S.B. 33698/63.

Route Relay Interlocking Stations. January 17, 1964. E.S.B. 33699/63.

Rajasthan State Electricity Board :

Insulators and Accessories. (Further Information.) Tender documents and drawings now available. E.S.B. 31031/63.*

Transformers. November 25. E.S.B. 33661/63.

Indian Posts and Telegraph Department :

Multicouplers. November 29. E.S.B. 33791/63.

Electronic Digital Computer. December 2. E.S.B. 33790/63.*

Transmitters. December 19. E.S.B. 33792/63.

State Electricity Board (Andhra Pradesh) :

Steel Erection. (Further Information.) Closing date postponed to November 18. E.S.B. 28446/63.

Cooling Towers. (Further Information.) Closing date postponed to November 18. E.S.B. 28445/63.

Civil Engineering Works. (Further Information.) Closing date postponed to November 18. E.S.B. 28444/63.

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Directorate General Supplies and Disposals :
Inspection Tables. November 19. E.S.B. 33704/63.*
Auto Trucks. November 26. E.S.B. 33707/63.*
Cable. November 19. E.S.B. 33705/63.*
Pipes. November 19. E.S.B. 33706/63.*
Pumping Sets. November 27. E.S.B. 34009/63.*

IRAN

Aluminium for Edarei Taslihate Artech. December 15. E.S.B. 33708/63.*
Copper Wire for Ministry of Postage Telephones and Telegraph. December 19. E.S.B. 33663/63.*
Moulding Machine for Iranian State Railways. December 29. E.S.B. 33630/63.*
The Iranian Army :
Acid Retorts and Pressure Vessel. This tender is now re-issued Closing date December 22. E.S.B. 25380/63.*
Electrolytic Copper Cathodes. (Further Information.) Closing date now January 4, 1964. E.S.B. 16894/63.*

IRAQ

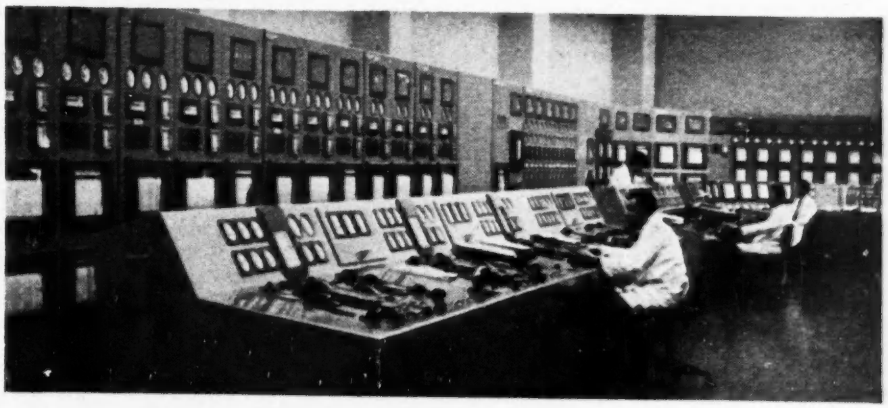
Echo Sounder Equipment for Iraqi Ports Administration. December 29. E.S.B. 33800/63.
Marine Engine Oil for Ministry of Oil. November 24. E.S.B. 33797/63.
Piping and Tanks for Ministry of Industry. January 20, 1964. E.S.B. 33734/63.
Ministry of Defence :
Oils. (Further Information.) Closing date extended to December 4. E.S.B. 28160/63.*
Steel Sheets, Tubes, etc. (Further Information.) Closing date postponed to December 1. E.S.B. 27827/63.
Ministry of Municipality and Village Affairs :
Water Supply Scheme. January 18, 1964. E.S.B. 34005/63.
Water Supply Scheme. January 18, 1964. E.S.B. E.S.B. 34006/63.
Ministry of Finance :
Dental Units. December 15. E.S.B. 33798/63.
Calcium Cyanide. December 8. E.S.B. 34133/63.
Radio Telephones. December 15. E.S.B. 34001/63.

JORDAN

Electric Motors for Jordan Cement Factories Co. Ltd. November 23. E.S.B. 33743/63.*
Distribution Transformers for Jordanian Electric Power Co. Ltd. November 26. E.S.B. 33745/63.*
Pumps for The Jordan Petroleum Refinery Co. Ltd. December 12. E.S.B. 33742/63.

KENYA

Bogie Wagons for East African Railways. Closing date not known. E.S.B. 33391/63.
City Council of Nairobi :
Paint Adhesive Strip. November 25. E.S.B. 34036/63.*
Road Studs – Steel. November 25. E.S.B. 34037/63.*
Water Meters. November 25. E.S.B. 34038/63.*



View of a section of the main control room of Latina Power Station, Italy's first nuclear generating station, now in commission. The control room equipment was provided by A. Reyrolle & Co. Ltd., the Hebburn electrical engineers, who also supplied air-break switchgear to control the power station auxiliaries at voltages of 415, 3,000 and 6,000 volts, the drives for the control-rod heads with their associated low-frequency generators, burst-slug detection equipment and machined graphite for the nuclear reactors. The station was designed by the Nuclear Power Plant Company Limited and was built in association with AGIP Nucleare of Milan for operation by Societa Italiana Meridionale per l'Energia Atomica.

KUWAIT

Physical Training Equipment : Scouting Equipment for the Ministry of Education. December 3. E.S.B. 34075/63.
Ministry of Electricity and Water :
Cartridge Fuse Links. November 27. E.S.B. 33664/63.*
Line Taps and Connectors. December 1. E.S.B. 33665/63.*

LEBANON

La Règie Libanaise des Tabacs :
Chemicals. November 20. E.S.B. 33736/63.*
Sprayers. November 18. E.S.B. 33735/63.*

MALAYSIA

Public Utilities Board (Singapore) :
Cables. November 19. E.S.B. 33737/63.*
Joint Boxes. November 19. E.S.B. 34313/63.

NEW ZEALAND

Transformer Units for New Zealand Electricity Department. January 21, 1964. E.S.B. 33367/63.*
Paper and Board for Government Printing Office. November 29. E.S.B. 34060/63.*
Ministry of Works :
Tractors. November 20. E.S.B. 34062/63.*
Tractors. November 25. E.S.B. 34064/63.*
Crawler Tractors. November 20. E.S.B. 34061/63.*
Towelling. November 29. E.S.B. 34055/63.*
Tractors. November 25. E.S.B. 34063/63.*
G.P.O. :
Capacitors and Resistors. December 4. E.S.B. 34043/63.*

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Radio Valves. December 6. E.S.B. 34044/63.*
Electrical Instruments. December 13. E.S.B. 34045/63.*
Power Supply. December 9. E.S.B. 34071/63.*
Filters, Clamps. December 6. E.S.B. 34070/63.*

PAKISTAN

Sugar Mills for East Pakistan Industrial Development Corporation. December 16. E.S.B. 33749/63.*
Sewage Ejectors for Karachi Port Trust. November 20. E.S.B. 34002/63.
Directorate General Telegraph and Telephone :
Air-Conditioning Equipment. December 4. E.S.B. 34041/63.
Air-Conditioning Equipment. December 4. E.S.B. 34040/63.
Investment, Promotion and Supplies Directorate :
Steel Tubular Poles. December 9. E.S.B. 34320/63.
G.I. Pipes November 25. E.S.B. 34039/63.
Electrolytic Copper. November 25. E.S.B. 34039/63.
Directorate of Supply :
Audio Visual Unit. November 25. E.S.B. 33714/63.*
Chemicals. December 3. E.S.B. 33748/63.*
Scientific Instruments and Equipment. November 18. E.S.B. 33727/63.*
Sulphate of Alumina. November 18. E.S.B. 33717/63.*

PORTUGUESE EAST AFRICA

Ports, Railways and Transport Department :
Automotive Material. November 22. E.S.B. 33670/63.
Aviation Instrument Spares. December 18. E.S.B. 34307/63.
Constructional Project. December 9. E.S.B. 34095/63.
Steel Wire Rope. December 16. E.S.B. 34096/63.
Electric and Radio-Electric Spares. December 16. E.S.B. 34309/63.

PORTUGUESE WEST AFRICA

Cast Iron Accessories for Water and Electricity Board. December 6. E.S.B. 34093/63.

RHODESIA AND NYASALAND

High Speed Recorder for Salisbury City Council. December 3. E.S.B. 34091/63.*
Federal Tender Board :
Fire Fighting Foam Compound. November 22. E.S.B. 34088/63.*
Construction of a Dam. December 6. E.S.B. 34089/63.
Suture Needles. November 22. E.S.B. 34090/63.*

SALVADOR

National Automatic Telephone System for Administracion Nacional de Telecomunicaciones. January 17, 1964. E.S.B. 14339/63.*
La Proveeduria General de la Republica :
Paper. December 10. Tender documents (in Spanish) available. E.S.B. 34318/63.*
Paper. December 9. Tender documents (in Spanish) available. E.S.B. 34316/63.*
Stencils. December 9. Tender documents (in Spanish) available. E.S.B. 34317/63.*

SOUTH AFRICA

Cape Provincial Administration :
Embroidery Cotton. November 28. E.S.B. 34046/63.*
Dyestuffs. November 25. E.S.B. 33759/63.*
South African Railways :
Ball and Roller Bearings. November 27. E.S.B. 33760/63.*
Railway Signalling Equipment. November 27. E.S.B. 33728/63.*
State Tender Board :
Road Graders. November 25. E.S.B. 34050/63.*
Sirens: Generating Sets. December 3. E.S.B. 34319/63.*
Water Trailers. November 29. E.S.B. 34059/63.*
Loader and Ripper. November 25. E.S.B. 34051/63.*
Tractors. November 25. E.S.B. 34049/63.*
Semi-Trailers. November 25. E.S.B. 34048/63.*

SOUTH VIETNAM

Central Purchasing Authority :
Radio Teletype Communications System. December 4. E.S.B. 34074/63.*
Spare Parts for Office Machinery. November 27. E.S.B. 34054/63.*
Surveying Instruments. November 27. E.S.B. 34053/63.*

SPAIN

Television Equipment; Teleprinter for Ministerio de Informacion y Turismo. November 18. E.S.B. 34052/63.
Weighing Apparatus : Potable Water System for Ministry of Public Works. November 21. E.S.B. 33696/63

SUDAN

Belting (Leather and Rubber) for Sudan Gezira Board. November 21. E.S.B. 34067/63.*

Leather Cloth for Government Printing Press. November 20. E.S.B. 34068/63.
Radio Telephone Equipment for Department of Posts and Telegraphs. December 16. E.S.B. 34079/63.*
Sudan Railways :
Cranes. November 28. E.S.B. 34066/63.*
Steel Tyres. December 2. E.S.B. 34065/63.

THAILAND

Mild Steel Plate for State Railways of Thailand. December 4. E.S.B. 34344/63.
Transmission Line Accessories for The Post and Telegraph Department. November 18. E.S.B. 34012/63.
Tyres for The Transportation Department. November 20. E.S.B. 34345/63.
The Pharmaceutical Service :
Chemical. November 22. E.S.B. 34083/63.
Glycerine. November 29. E.S.B. 34084/63.
The Highways Department :
Cutting Edges; End Bits; Nuts and Bolts. November 19. E.S.B. 34013/63.
Cutting Edges; End Bits; Nuts and Bolts. November 18. E.S.B. 34014/63.

TRINIDAD AND TOBAGO

X-Ray Unit for Central Tenders Board. December 3. E.S.B. 33693/63.*

TUNISIA

Chemicals for Pharmacie Centrale de Tunisie. November 20. Tender documents (in French) available for loan. E.S.B. 34087/63.*

TURKEY

Crane for the Karabuk Iron and Steel Works. (Private tender.) November 28. E.S.B. 33793/63.*
Turkish Maritime Bank :
Fog Signal. November 18. E.S.B. 33654/63.*
Steam Gauges. November 18. E.S.B. 33701/63.*

UNITED STATES OF AMERICA

Bulkhead Gates for Bureau of Reclamation. November 26. E.S.B. 34078/63.*
Generators for United States Corps of Engineers. November 19. E.S.B. 33738/63.*
Transformers for Seattle City Council. November 26. E.S.B. 34042/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4; (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Abu Dhabi
Economic report, April – June, 1963. (C.R.E. 5867/2/G.)

All Countries
NATO codification system. (G/D/2668/62.)

Angola
Economic report, July – September, 1963. (C.R.E. 7865/G.)

Australia
Agency inquiry for china; glassware; ceramics; domestic fancy products. (E.S.B. 34102/63.)
Agency inquiry for automotive spares and accessories; pharmaceuticals; photographic and optical equipment; radios; tape recorders. (E.S.B. 33955/63.)
Agency inquiry for foodstuffs; confectionery; toys; games; fancy goods. (E.S.B. 33925/63.)
Agency inquiry for fountains. (E.S.B. 32765/63.)
Inquiry for plastics tea trays. (E.S.B. 34119/63.)
Inquiry for graphic arts; paper; foodstuffs; plastics; textiles; industrial raw materials and chemicals; steel. (E.S.B. 33247/63.)
Inquiry for chemicals. (E.S.B. 28822/63.)

Austria
Economic report, September, 1963. (C.R.E. 3756/62.)

Belgium
Agency inquiry for synthetic fabrics for rainwear. (E.S.B. 1726/63.)

Bolivia
Economic report, July – September, 1963. (C.R.E. 2267/4G.)

Brazil
Economic report, July – September, 1963. (C.R.E. 1073/63.)

Burma
Market report on textile machinery (E.S.B. 28864/63.)
Import licence announcement. (C.R.E. 188/63.)

Canada
Agency inquiry for socks. (E.S.B. 33962/63.)
Agency inquiry for souvenir figurines. (E.S.B. 33285/63.)
Agency inquiry for hardware items, domestic and industrial. (E.S.B. 33564/63.)
Agency inquiry for pumps. (E.S.B. 32885/63.)
Inquiry for hydraulic surface grinders. (E.S.B. 33960/63.)
Inquiry for building materials; hardware; construction machinery and equipment; plumbers supplies. (E.S.B. 33505/63.)
Inquiry for educational aids and publications. (E.S.B. 33899/63.)
Inquiry for textile waste. (E.S.B. 33850/63.)

Ceylon
Economic report, July – September, 1963. (C.R.E. 1403/60.)

Dahomey
Inquiry for lorries (E.S.B. 33425/63.)

Denmark
Market report on mechanical handling equipment. (E.S.B. 29273/63.)

France
Agency inquiry cleaning materials; household articles; toys. (E.S.B. 33987/63.)
Agency inquiry for radiators. (E.S.B. 33294/63.)
Agency inquiry for suitings. (E.S.B. 33900/63.)
Inquiry for casing and coating materials for building trade. (E.S.B. 33248/63.)
Economic report, August 1963. (C.R.E. 213/63.)
Report on Nantes and its region. (E.S.B. 33285/63.)
A report on Rouen and its region. (E.S.B. 32569/63.)

Germany (Federal Republic of)
Agency inquiry for office machinery. (E.S.B. 33410/63.)
Inquiry for consumer and general store goods. (E.S.B. 33559/63.)
Inquiry for driving and conveyor belts; rubber. (E.S.B. 32524/63.)
Inquiry for foodstuffs; confectionery; spirits. (E.S.B. 33221/63.)
Economic report, October 21-27, 1963. (C.R.E. 1479/G.)
Import of fruit. (C.R.E. 158/62.)

India
Collaboration – oil firing equipment; furnaces. (E.S.B. 32488/63.)

Iran
Market report on telecommunications equipment. (E.S.B. 29822/63.)
Economic report, September 1963. (C.R.E. 3562/3/G.)

Israel
Economic report, September 1963. (C.R.E. 3000/4/G.)

Italy
Agency inquiry for alternators. (E.S.B. 33848/63.)

Kenya
Agency inquiry for men's clothing; piece goods; knitting wool. (E.S.B. 33852/63.)

Kuwait
Inquiry for foodstuffs. (E.S.B. 33502/63.)

Lebanon
Registration of electrical equipment suppliers. (E.S.B. 34151/63.)
Economic report, July – September 1963. (C.R.E. 3314/63.)

Malaysia
Agency inquiry for foodstuffs. (E.S.B. 34112/63.)

Mexico
Economic report, July – September 1963. (C.R.E. 2223/G/3.)

New Zealand
Agency inquiry for furnishing fabrics; household textiles. (E.S.B. 33989/63.)

Nicaragua
Market report on textiles (E.S.B. 28628/63.)

Norway
Agency inquiry for canvas. (E.S.B. 33428/63.)

Peru
Inquiry for agricultural implements; tools; hardware; industrial supplies. (E.S.B. 34222/63.)
Market report on scientific and industrial measuring instruments. (E.S.B. 32052/63.)

Philippines
Economic report, September 1963. (C.R.E. 1323/63.)

Roumania
Economic report, April/June 1963. (C.R.E. 4657/63.)

OVERSEAS COMMERCIAL POSTS
Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses was given on pages i-vi ***of the*** Board of Trade Journal ***of October 11.***

Sardinia
Recent development. (C.R.E. 7768/G.)

South Africa (Republic of)
Market report on textile machinery for the wool and cotton industries. (E.S.B. 28845/63.)

South Korea
Economic report, July – September 1963. C.R.E. 196/59.)

Sudan
Agency inquiry for canned peas; detergents. (E.S.B. 29038/63.)

Sweden
Agency inquiry for piece goods. (E.S.B. 33236/63.)
Agency inquiry for leather. (E.S.B. 33998/63.)

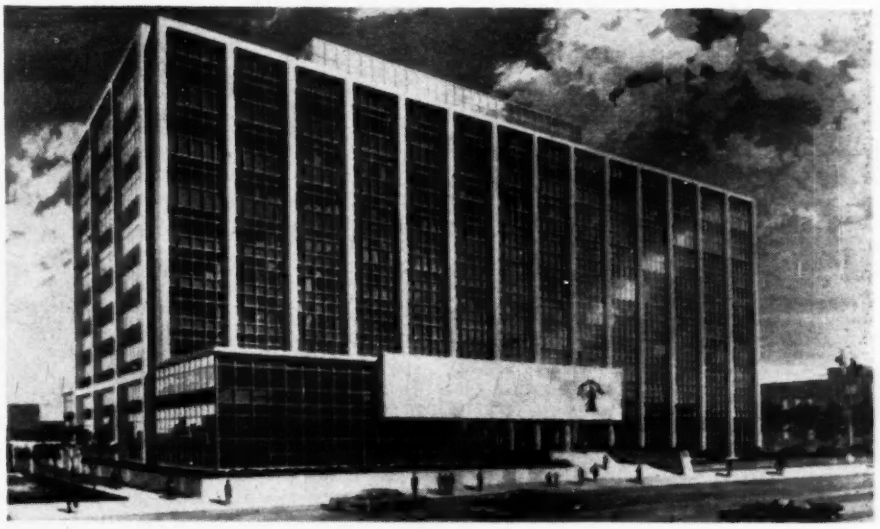
Switzerland
Agency inquiry for office machinery and equipment; machine tools. (E.S.B. 34120/63.)
Agency inquiry for clothing. (E.S.B. 34123/63.)
Agency inquiry for chemical and pharmaceutical raw materials. (E.S.B. 33438/63.)
Agency inquiry for hot water bottles; rubber sheeting. (E.S.B. 34113/63.)
Inquiry for hand tools. (E.S.B. 32786/63.)
Economic report, September 1963. (C.R.E. 2838/60.)

Tanganyika/Bulgaria
Trade agreement. (C.R.E. 8719/G.)

Trinidad and Tobago
Television advertising – further information. (E.S.B. 29417/63.)
Inquiry for sewer cleaning equipment; trucks for sewerage maintenance. (E.S.B. 15278/63.)

Trucial States (except Abu Dhabi)
Economic report, July – September 1963. (C.R.E. 4664/G/2.)

United Arab Republic (Egypt)
Economic report, September 1963. (C.R.E. 1896/63.)



An artists' impression of the completed extensions to the administration building for the County of Hudson, New Jersey, which are being carried out by Taylor Woodrow Blitman, New York, under a £900,000 contract awarded by the Board of Chosen Freeholders, Hudson. The extensions include the provision of administrative offices, court rooms, jury rooms, grand jury hearing room and judges' chambers. The work will be completed in October 1964.

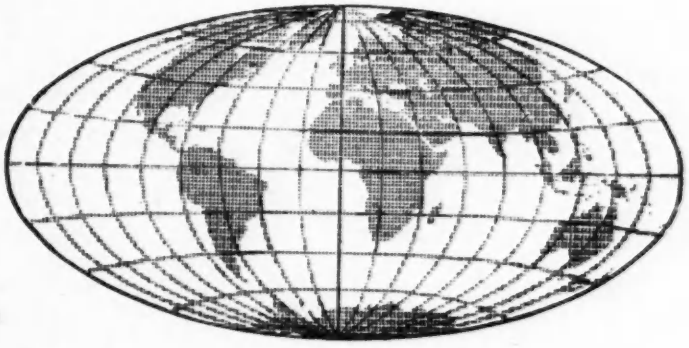
U.S.A.
Inquiry for bicycles, components and accessories. (E.S.B. 33267/63.)
Inquiry for nail cloth. (E.S.B. 33463/63.)
Inquiry for chinaware. (E.S.B. 33881/63.)
Inquiry for brassware; pewter; ornamental lamps; ceramics. (E.S.B. 33062/63.)
Inquiry for oil heaters; bicycles; tools. (E.S.B. 28909/63).
Inquiry for chemicals. (E.S.B. 14717/63.)
Economic report, September 1963. (C.R.E. 6967/R.)

Uruguay
Economic report, July – September 1963. (C.R.E. 10464/63.)

Venezuela
Inquiry for machinery and plant; tools; materials for engineering industry. (E.S.B. 34138/63.)

Yugoslavia
Economic report, July – September 1963. (C.R.E. 6002/G.)

For the Exporter . . .



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Recent export orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page.

Steel casting for Yugoslavia

A 37 feet long steel casting, the longest ever made by Armstrong Whitworth (Metal Industries) Ltd., Jarrow, has been supplied to the new steel plate mill Davy United are building in Skopje, Yugoslavia. The 26-ton casting, together with another of similar pattern, will form bottom tie beams for a 40-inch vertical edging machine.

Lighting equipment for Malta, Egypt and Trinidad

Three overseas contracts have been obtained recently by Thorn Electrical Industries Ltd., London, for the supply of Atlas lighting fittings. Seventy Alpha Three mercury fluorescent street lanterns including lamps have been ordered for Cairo South power station. The Maltese Treasury has ordered 250 street lanterns and 550 sets of mercury vapour control gear. *The Daily Mirror* printing works in Trinidad have been supplied with 180 fluorescent fittings with trunking.

Farm wagons

Taskers of Andover (1932) Ltd. have received orders for 13 farm wagons and trailers to be supplied to Lebanon, New Guinea and Gambia.

Hi-Fi equipment supplied to Bahrain

High fidelity amplification equipment has been supplied by AEI Ltd., London, for a new club built for the staff of the Bahrain Petroleum Co. Ltd., in Bahrain.

Chemical plant for Philippines

Q.V.F. Ltd., Stoke-on-Trent, have received a substantial order from the Philippines for a climbing film evaporator, a 50-litre solid-liquid extraction unit and a 6-inch bubble cap column. The plant was ordered by Otto Gmur Inc. of Manila for the Mapua Institute of Technology.

Reactor mechanism in United States research laboratory

Elliott Nucleonics Ltd., London, a member of the Elliott-Automation Group, have received a contract from the Atomic Energy Commission of the United States to build a prototype control rod drive mechanism for the experimental gas-cooled reactor at Oak Lodge National Laboratory.

Kuwait airport services

G. N. Haden and Sons Ltd., London, have been awarded a sub-contract valued at £510,000 for the complete mechanical services at the Kuwait International Airport. This order was won in the face of strong international competition and covers air conditioning, fuel oil, storage tanks for diesel generators, airport fire mains, large pressurization sets and distributing mains. The consulting and co-ordinating engineers for this work are Frederick Snow and Partners of London.

Radar aids for Finnish port

A harbour radar made by Decca Radar Ltd., London, has been installed by the Finnish Board of Navigation in the approaches to the port of Oulu. It will permit directions to be given in all weather conditions to the pilot vessels to enable them to rendezvous with merchant vessels making the port.

Switchgear units in an advanced state of assembly at the main high tension works of South Wales Switchgear Ltd., Blackwood, Mon. The units will be used to augment the electrical network in Singapore. The erection of the firm's equipment in Singapore is supervised by their resident engineer, Mr. Allen George.

India buys a large travelling crane

Fairleede Engineering Ltd., Chatteris, have received an order worth £18,600 to supply a 75-ton overhead electric travelling crane, with a 15-ton auxiliary hoist, to the Maharashtra State Electricity Board, India. The equipment is for use in the turbine house at the Bhusaval power station. The firm will also provide a technician for six months to supervise the erection of the crane and train Indian personnel.

Fish pass ordered by Russia

Glenfield and Kennedy Ltd., Kilmarnock, have received a contract for the design and supply of a Borland type fish pass for installation in the Yla-Tuloma hydro-electric power station being constructed in Russia by a Finnish engineering organization.

Second spectrograph for Austrian steel firm

Voest, the Austrian steel firm, has ordered a second E.600 Polyvac direct reading spectrograph made by Hilger and Watts Ltd., London. It will be used to analyze some of the raw materials and also to act as standby for the first instrument.

German plant designed in Britain

The Loewy Engineering Co. Ltd., London, a TI company, is supplying the design of a 72-inch four-high cold reversing mill for Kaiser Aluminium Werke's new works at Koblenz.

France orders grain driers

Orders for grain drying equipment over £100,000 in value have been received from France by Alvan Blanch Development Co. Ltd., Chelworth.

Heavy rolls for Malta

Heavy rolls valued at over £100,000 for a set of shipyard type bending rolls, with flanging equipment, has been placed with Hugh Smith (Glasgow) Ltd., by Malta Drydocks. Two 5-ton 26-foot radial type jib cranes will be supplied with the machine to facilitate plate handling.

Airliners for Iraq

An order from Iraqi Airways to Hawker Siddeley Aviation Ltd., for three Trident three-jet airliners is worth £5 million. They will be the 610 m.p.h. 1E version powered by three Rolls-Royce Spey engines.

Electrical equipment orders from twelve countries

During the past month South Wales Switchgear Ltd., Blackwood, a member of the Aberdare Group, have received orders for high and low tension switchgear and transformers from twelve countries. An order from India was worth £80,000, and orders were received from Aden, Ceylon, Egypt, Holland, Hong Kong, Jamaica, New Zealand, Nigeria, Pakistan, South Africa and Venezuela.

Gasworks for West Germany

Humphreys and Glasgow Ltd., London, in association with Demag, of Duisberg, have been awarded a contract by Union Generale des Petroles for a new gasworks in West Germany. The plant, costing about £3 million, is believed to be the largest erected as a single installation.

Biophysics instruments for the People's Republic of China

Shandon Scientific Co. Ltd., London, have received orders from the People's Republic of China's instrument buying organization to the value of £26,000 for gas chromatography equipment.

Prefabricated buildings in Ghana

Ghana's first leather shoe factory, erected at Kumasi for the National Shoe Corporation, will consist of seven prefabricated Arcon buildings supplied by Taylor Woodrow (Building Exports) Ltd., London. The factory covers 256,000 sq. ft. and will have 64 Colt-powered upward-discharge ventilators. Another Arcon building, giving 86,000 sq. ft. of space, is being supplied to a tannery at Aveyime which will process hides for the factory. A third Arcon contract in Ghana is for a building at Accra for Ghana Airways Corporation to house a flight simulator.

Warehousing stock control ordered by West German grocers

West Germany's largest grocery organizations have placed ten orders worth over £300,000 with Standard Telephones and Cables Ltd., London, for a warehousing stock control system based on the Stantec computer.

Computers for Australia

The Shell Group of Companies in Australia and the Colonial Mutual Life Assurance Society have ordered from English Electric Leo Computers Ltd., London, Leo III computers for their Melbourne offices.

Protective paints for Japanese nuclear power station

Federated Paints Ltd., Glasgow, have secured an order to supply their polyurethane surface coatings for the new atomic power station to be built at Tokai-Mura.

Corrosion protection in Kuwait

Nine tons of chlorinated rubber and other specialist anti-corrosion paints have been ordered from Detel Products Ltd., Ruislip, by the Kuwait Government.

Export tours of U.K. businessmen

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Middle East sales tour

Mr. M. Rudolph, export sales manager of the United Flexible Metallic Tubing Co. Ltd., Enfield, leaves London on November 8 on a visit to the Middle East, taking in Bahrain, Kuwait, Lebanon, Cyprus, Egypt, Israel and Greece. The object of the visit is to discuss with the company's agents technical problems of the company's flexible metallic tubing. The main outlet for this is in the oil industry but more and more applications are being found in the industrial field which in some of these countries is being extensively developed. In view of the opportunities offered by the oil industry in this area Mr. Rudolph makes a point of visiting it every year.

Magnetic equipment sales tour

Mr. W. B. Lane, chairman and managing director of Rapid Magnetic Limited, Birmingham, left London on November 4 for an extensive tour of the Far East. The purpose of this visit is to increase his company's exports of magnetic extraction, separation, lifting and conveying equipment. An important part of Mr. Lane's mission is to investigate the possibility of extending his company's Mineral Division which serves the mining interests of India, Malaysia and Australia and other countries. Mr. Lane is widely travelled and firmly believes there is no substitute for studying things on the spot.

Engine valve manufacturer's tour

Mr. S. W. Lewis, chairman of Farnborough Engineering Co. Ltd., Orpington, Kent, left the United Kingdom on October 23 for an extended tour of Israel, India, Pakistan, Malaysia, Australia, New Zealand and the United States. Farnborough Engineering Co. are said to be the largest manufacturers of engine valves in Europe. In India Mr. Lewis will be visiting a company which his company assisted some years ago in the setting up of a valve factory and to whom they are still giving technical aid. In other countries Mr. Lewis will be calling on existing and potential customers, main agents and distributors.

British-designed furniture for Middle East

Mr. Peter Catesby, managing director of Catesbys' Contracts and Exports Ltd., a subsidiary of the London store, is on a business tour of Lebanon and Jordan. He arrived in Beirut on October 30, flew to Amman on November 2, to Aqaba four days later, is expected to return to Amman on November 9 and to return to Beirut on November 14. He plans to return to London on November 16. Mr. Catesby was expected on November 6 to attend the official opening by H.M. the King, of the Government Rest House at Petra, which is one of three similar rest houses Catesbys have completely designed and furnished for the Ministry of Public Works.

Exporting to West Africa

Mr. M. H. Bougourd of Conjoint Representation Ltd., London, is travelling to West Africa at the beginning of next year, based on Lagos, Nigeria. He will return to the United Kingdom every six months for six weeks to refer back to his principals. He will represent a number of British manufacturers whose products will include wire ropes, paints, fastening devices and structural steelwork, and will cover West Africa from Morocco to the Congo. The company already have two representatives based in Beirut and covering the Middle East extending to Tanganyika; one in Sao Paulo, covering Brazil and one in Caracas, covering the remainder of South America.

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Manufacturers wishing to improve their export position in West African territories are invited to communicate with Conjoint Representation Ltd.

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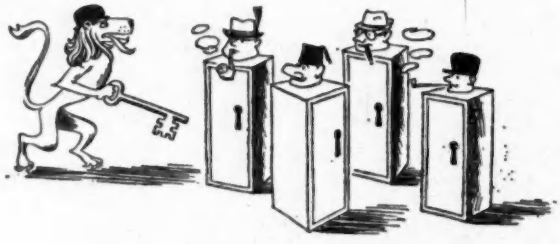
Our Panel for Overseas Trade Development, comprising specialists in international trade, has been established specifically to help you develop markets abroad. If you are not sure how to begin or if you have export problems but don't know how they can be solved, come to the Midland Bank. You ask the questions, we will give the answers (if it is humanly possible) like this:

Q How can the Midland help me to select the best overseas markets?

A (i) By arranging for an experienced official to meet you and discuss your problems—at your own premises if you wish.

(ii) By giving you information about market conditions, opportunities and trends in countries throughout the world.



Q What are the best ways of selling my products overseas?

A (i) We can advise you on the methods most appropriate to your business.

(ii) We can seek agents or distributors to represent you abroad.

(iii) We can check the financial standing and creditworthiness of prospective agents and potential customers.

Q Where do I begin?

A Here. Telephone your local MIDLAND BANK branch manager, and tell him that you want to talk exports.

Midland Bank

Expert Aid for Export Trade

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from thisp oint of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES: Solution, wetting, as used with contact lenses	281 (L) (2) (a)	Free
IMITATION JEWELLERY: Beads, unstrung, brass or glass	449 (B)	5% *ad val.*
PAPER AND PAPERBOARD: Otherwise classifiable under Items 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5) viz.: For use in the manufacture of shells for shot gun cartridges, under security	335 (A) (1) (e)	Free
TEXTILE FABRICS, not otherwise classifiable under Tariff Item 482 (B): Broche fabrics, for use in the manufacture of ladies' handbags, under security	449 (A) (1)	Free
Embroidery, for use in the manufacture of ladies' handbags, under security	449 (A) (1)	Free

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
COVERINGS, textile, in the piece, viz.: Beaded; Sequin; for use in the manufacture of ladies' handbags, under security	Various	Various

(*Continued on next page*)

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Subjects include company formation, market potential, taxation, labour, transport, power supplies, tariff protection and local regulations. We shall be pleased to send you a free copy if you write to

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AUSTRALIA, continued

Amendment to temporary duties

DETAILS ARE given below of an amendment to temporary changes made in the Australian tariff which were published in the *Board of Trade Journal* on November 1 (page 995).

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
51	Fish crustaceans and molluscs (not including soup): (C) Preserved in tins or other airtight vessels including the weight of liquid contents: (4) *Canned fish, not covered by paragraph (1) or (5), in the form of cutlets, chunks, flakes or solid pack* . . . . . *per lb.*	1d.	3d.	3d.	1d.	3d.	3d.
	and in addition, a temporary duty of . . . . . *per lb.*	—	—	—	5d.	5d.	5d.
	ad val.	Exempt	Exempt	10%	Exempt	Exempt	10%
		(Under former Item 51 (C) (4))				Primage Duty	
	(6) (*New paragraph*). *Other* . . . . . *per lb.*	No change (Under former Item 51 (C) (4))			1d.	3d.	3d.
	ad val.				Exempt	Exempt	10%
						Primage Duty	

NOTE: Specific notes are shown in Australian currency: £A125 = £ 100 Sterling.

Parts orders

THE REVISED Australian Parts Order No. 1, published in the *Board of Trade Journal* of October 6, 1961 (page 753), is amended as follows:

Parts Order No. 51

1. The Order may be cited as Parts Order No. 51.
2. This Order shall take effect from October 18, 1963.
3. The First, Second and Third Columns of the Table to paragraph 5 of Parts Order No. 1 are further amended as follows:

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
By deleting: Frames, spectacle	. .	Metal hinges.

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
APPAREL AND ATTIRE: Jackets: Life, being vests consisting of white cotton duck with kapok filling in electronically sealed polyvinyl chloride envelopes . .	122 (A)	20% *ad val.* Primage duty 5% *ad val.*
FISH CRUSTACEANS AND MOLLUSCS, not including soup: Anchovies, fillets of, with capers and olive oil, packed in tins. Anchovies, with olive oil, packed in tins . Oysters, smoked, in oil, in tins . . . . Roe, cod or herring, coloured light brown or white, in paste form, preserved in tins . . Snails in tins . . . . . . NOTE: The above reference includes a plastic bag pack containing snails packed in a tin and the empty snail shells. Tuna preserved in tins or other air-tight vessels including the weight of liquid contents: Other than canned	51 (C) (6)	1d. per lb.
SHELLS: Shells which otherwise are in their natural state but which have been cleaned and edges buffed . . . . . . NOTE: Shells which have been prepared so they are usable in the condition as imported as ornaments or for other fancy purposes are not classifiable under Item 307.	309 (D)	27½% *ad val.*

NOTE: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

NOTE FOR GENERAL GUIDANCE.

PIPES AND TUBES (METAL):
Unless otherwise specifically indicated a non-cylindrical tube or pipe shall be considered for tariff classification on the basis of the diameter of a cylindrical pipe of equivalent area of cross section.

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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AUSTRALIA, continued

Tariff board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report:

(1)(a) The question whether assistance should be accorded the production of **copper and brass sheet strip and foil** less than ¼ inches in thickness (Tariff Items 137(B) and 137(E)).

(b) **Heat exchanger elements** of types used with internal combustion engines (i.e. radiators) (Tariff Items 178(C) and 359 (D)(4)).

(2) The question whether assistance should be accorded the production of **acetaldehyde, acetic acid** and **acetic anhydride, vinyl acetate monomer, cellulose acetate flake** (Tariff Items 264, 281(L) and 369(E)).

(3) Having regard to Government policy for ensuring the sustained development of an economic and efficient automotive industry in Australia in relation to the production of complete motor vehicles with a maximum Australian content, the question whether by-law admission of **automotive components** for use as original equipment should be discontinued and if not what principles or conditions should govern the granting of by-law for such components (mainly Tariff Item 359(D)(3)).

(4) The following questions in relation to the economic and efficient production of **industrial chemicals and synthetic resins** in competition with imported products:

Firstly in the interests of achieving:

(a) A reasonably profitable development of a soundly based chemical industry benefiting as far as practicable from those economies of scale the Australian market and possible exports can reasonably provide;

(b) Maximum economic development and utilization of the various basic, intermediate, or final products resulting from the operations of the chemical industry as a whole;

(c) Effective protection from competition from imports of chemicals or end-products at dumped or disruptive low prices (including prices for export to Australia which do not provide for reasonable costs of production and profit); and

(d) Effective and stable protection of employment and investment in the chemical and closely related industries, whether there are particular problems requiring special criteria and/or special techniques and methods of protection (including anti-dumping and related measures).

Secondly, if in connection with the above there are found to be particular problems, the nature of any special measures the Board may recommend for consideration for future application.

Thirdly, if in connection with its inquiry the Board considers there are grounds – in respect of a certain product or products where there is particular importance or urgency or special illustrative value – for recomending in its report changes in the level or method of assistance to production of any specific chemicals or in ancillary products in accordance with the criteria set out above the nature and extent of the assistance that should be accorded.

References (1) and (2) have been made as a result of a Departmental review.

Details of Tariff Item 178(C) are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: CITy 5757. Ext. 468). Details of the remaining Tariff Items mentioned above are given below:

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
137	COPPER AND ALLOYS in chief part by weight of copper, but not including alloys containing more than 10 per cent. by weight of iron or more than 10 per cent by weight of nickel:			
	(B) Wrought bars, rods, angles, shapes, sections, plates, sheet and strip, wire of solid section, tubes and pipes and blanks therefor, and hollow bars, but not including goods covered by Item 181 (B):			
	(1) Copper, not further manufactured than plated, polished or decorated:			
	(a) Having a value for duty less than £360 per ton . . *ad val.* and an additional duty calculated at the rates applying to unwrought copper.	12½%	22½%	22½%
	(b) Other . . . *ad val.* and per ton and an additional duty calculated at the rates applying to unwrought copper.	12½% ..	12½% £56	12½% £56
	(E) Foil, whether or not embossed, cut to shape, perforated, coated or printed,			

(*Continued on page* 1049)

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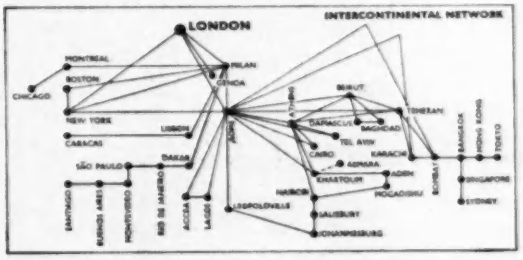

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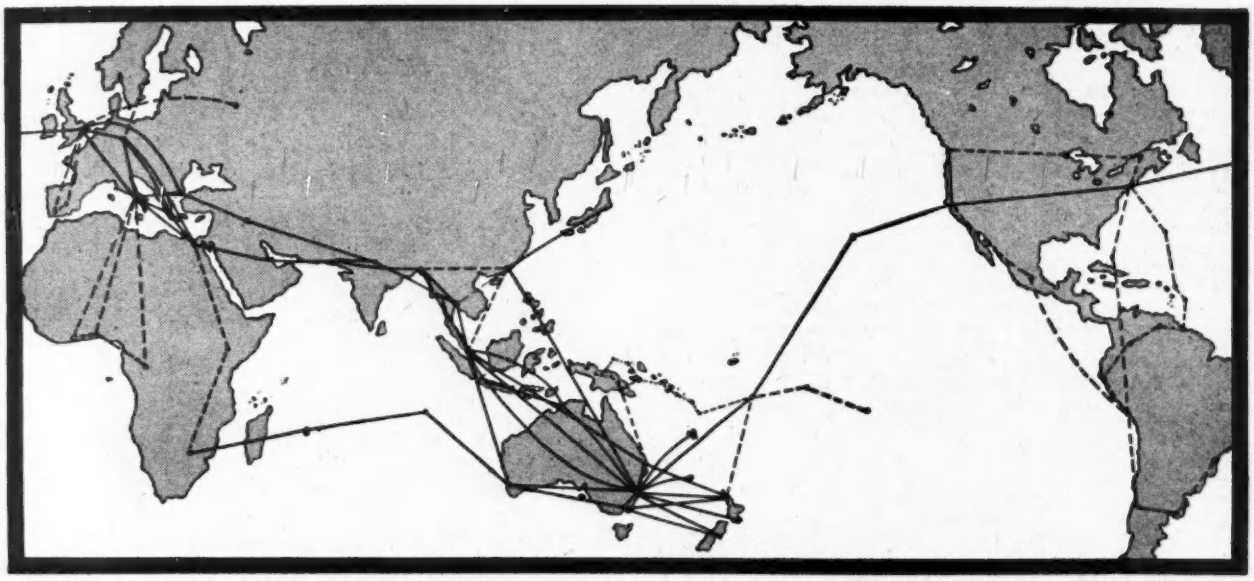

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AUSTRALIA, continued

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
	or backed with paper or other reinforcing material, of a thickness (excluding any backing) not exceeding 0·15 millimetre:			
	(1) Copper, of a thickness (excluding any backing) of not less than 0·05 millimetre . . *ad val.*	12½%	12½%	12½%
	And an additional duty as follows:			
	When the value for duty is less than £560 per ton) *ad val.*	..	10%	10%
	When the value for duty is not less than £560 per ton *ad val.* and a further additional duty calculated at the rates applying to unwrought copper.	..	£56	£56
	(2) Brass, of a thickness (excluding any backing) of not less than 0·05 millimetre . . *ad val.* and an additional duty on the copper content calculated at the rates applying to unwrought copper.	15%	25%	25%
	(3) Other . . . *ad val.*	Free	7½%	7½%
264	(A) Pyroligneous acid, acetic acid and vinegar and solutions, extracts, or essences thereof:			
	(1) Containing not more than 6 per cent. of acetic acid . . per gallon	4½d.	9d.	9d.
			Primage duty	
	ad val.	5%	10%	10%
	(2) Containing more than 6 per cent. and not more than 30 per cent. of acetic acid . . . per gallon	2s. 9½d.	4s. 9d.	4s. 9d.
			Primage duty	
	ad val.	5%	10%	10%
	(3) Containing more than 30 per cent. of acetic acid . . . per gallon and for each 10 per cent. or part thereof exceeding 40 per cent. of acetic acid . . . per gallon	3s. 8½d.	6s. 6d.	6s. 6d.
		11d.	1s. 9d.	1s. 9d.
			Primage duty	
		5%	10%	10%
	(B) (1) Acetates of a class or kind used in the manufacture of acetic acid, as prescribed by Departmental By-laws *ad val.*	Free	7½%	7½%
	(2) Acetates for the manufacture of acetic acid . . . *ad val.*	12½%	32½%	32½%
			Primage duty	
	ad val.	5%	10%	10%
	(C) Vinyl acetate monomer . per ton	£45	£45	£45
	less *ad val.*	15%	—	—
	and, in addition, a temporary duty of per ton	£17	£17	£17
	provided that, in respect of such goods in direct transit to Australia on September 28, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.			
281	DRUGS AND CHEMICALS, viz.:			
	(L) N.e.i.:			
	(1) When not packed for retail sale *ad val.*	Free	7½%	7½%
	(2) When packed for retail sale:			
	(a) As prescribed by Departmental By-laws . . *a. val.*	Free	7½%	7½%
	(b) Other . . . *ad val.*	10%	22½%	22½%
359	VEHICLE PARTS, viz.:			
	(D) Vehicle components whether the Tariff otherwise provides or not (excepting when imported separately:			
	lamps covered by Item 181 (D) (1) (b)			
	commutators and parts therefor			
	tapered roller bearings and parts therefor			
	and excepting the following components whether exported separately or otherwise:			
	batteries covered by Item 180 (G) (2)			
	cigarette and cigar lighters and parts therefor			
	radio and television receivers and transmitters and parts therefor			
	sparking plugs covered by Item 180 (H) and parts therefor			
	tyres and tubes covered by Item 333) for use as original equipment in the assembly or manufacture of vehicles of the types covered by Item 360 (D):			
	*(1) (a) As prescribed by Departmental By-laws . *ad val.*	35%	42½%	42½%
	(b) Distributors . *ad val.*	45%	52½%	60%
	(c) High tension ignition coils, 6 volt or 12 volt rating *ad val.*	45%	52½%	60%
	(d) Automatic voltage regulators for 6 volt or 12 volt systems *ad val.*	45%	52½%	60%
	(e) (1) Generators, 6 volt or 12 volt rating . *ad val.*	45%	52½%	60%
	(2) Starting motors, 6 volt or 12 volt rating . *ad val.*	45%	52½%	60%
	*(2) Other than goods prescribed by Departmental By-laws under paragraph (1), provided suitably equivalent goods the produce or manufacture of the United Kingdom are not reasonably available, as prescribed by Departmental By-laws	Free	Free	Free
	(3) Other than goods prescribed by Departmental By-laws under paragraph (1), as prescribed by Departmental By-laws *ad val.*	Free	7½%	7½%
	(4) Other . . . *ad val.*	27½%	35%	35%
369	GOODS NOT INCLUDED UNDER ANY OTHER HEADING IN THE TARIFF, viz.:			
	(E) (1) Cellulose acetate or cellulose acetate butyrate, not processed, or processed to a lesser extent than the state of blocks, films, rods, sheeting, sheets, strips, tubes or other preformed shapes, and moulding compounds of the cellulose acetate or cellulose acetate butyrate type, viz.:			
	(a) As prescribed by Departmental By-laws	Free	Free	Free
	(b) Other	7½%	12½%	12½%
	(2) Cellulose acetate or cellulose acetate butyrate, processed to the state of, but not further than, blocks, films, rods, sheeting, sheets, strips, tubes or other preformed shapes . . . *ad val.*	7½%	20%	25%

**Note:* These paragraphs are shown for information only; they do not form part of the reference.

These matters have been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **November 26.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) CRE 13592/63 (2) CRE 13593/63, (3) CRE 13594/63 and (4) CRE 13595/63.

References to the Special Advisory Authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **wool piece-goods** (Tariff Items 460(C)(2)(b)(1) and (2), 462(C)(3)(a) and (b), 464(C)(3)(b)(1) and (2), and 465(C)(2)(b)(1) and (2)).

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2840 or 3145), quoting reference No. CRE 5657/62.

(*Continued on next page*)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 2410, *Board of Trade, Horse Guards Avenue, London, S.W.*1 (*Tel. Trafalgar* 8855, *Ext.* 2192). *Telegrams and cables should be addressed 'Boneblack, London.'

AUSTRALIA, continued

Tariff changes

CHANGES HAVE BEEN made in the Australian Tariff affecting the rates of duty payable on motor vehicle propeller shafts, assemblies and universal joints, parts for refrigerating appliances, floor and wall coverings, linen fabrics, engraving blocks, plates etc., vinyl acetate monomer, glycerine, fatty acids, soaps and other detergents and printed silk piece-goods.

Full details of the changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey London, E.C.4. (Tel. City 5757, Ext. 468).

NEW ZEALAND

Customs Tariff review of some machinery

THE NEW ZEALAND MINISTRY of Customs has announced a further list of items included in the review of the decisions of the Minister approving the admission of certain machinery under Item 352 of the former Tariff (although the new Tariff came into force on July 1, 1962, provision was made for the continuation of these concessions until June 30, 1964). See *Board of Trade Journal*, July 12, 1963, page 112, July 26, 1963, page 227, and August 16, 1963, page 372, August 30, 1963, page 478, September 13, 1963, page 598, October 4, 1963 page 772.

Some machinery approved under Item 352 which is subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from November 14, 1963.

Anyone wishing to make representations for or against any of the remaining machinery being approved for further concessionary entry under the present Tariff (Part II, Items 10.1 and 10.2) should do so in writing to the Comptroller of Customs, Wellington, on or before November 14, 1963, clearly marking submissions '352 review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

Items from the following classes of goods are covered by this review:

Laundry and dry cleaning bags, laundry bags of net.
Pipes and pipe fittings:
- Fittings of stainless steel.
- Pipes of wrought iron or steel.
- Fittings, not being screwed fittings, specially suited for use with such pipes, of a nominal internal diameter size range of 4 in. to 12 in. inclusive.

Presses, miscellaneous.
Printers' and stationers':
- Conditioning cabinets for treating dry flong.
- Covering machines for covering lithographic rollers.
- Frames.
- Graining machines.
- Lithotype pot plunger cleaners.
- Moulding and drying machines for making stereotype matrices.
- Silk screen printing machines for textiles, etc.

Pumps, various, including:
- Centrifugal.
- Diaphragms and diaphragm assemblies.
- Jet pumps and parts.
- Piston.
- Rotary.
- Spray.
- Vacuum.
- Ventural.
- Water circulating.

Further details of the items concerned and details of the substantive tariff rates can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2611), quoting reference C.R.E. 8080G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1.

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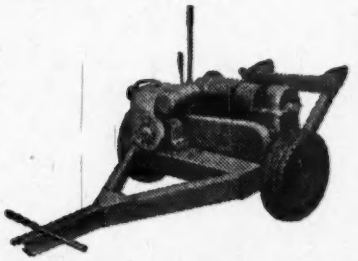

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ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decrees Nos. 7487, 7562, 7563 and 7566 of September 10, 1963, add the following items to the lists attached to Decree No. 5439/59:

Tariff No.	Item	List No.
	Decree No. 7487	
4744 Bis	A synthetic thermoplastic material with characteristics of a polyurethane synthesized by means of linear polyaddition of diols and *di*isocyanates ('Dureyhan U')	3
4744 Bis	A product made of a poly*iso*cyanate polyester resulting from the polycondensation-polyaddition of *iso*cyanic acid with polyalcohols ('Desmocoll 176')	2
4280	Aquocobalamin acetate	5
4280	A powder with the characteristics of '16α-esterona' diacetate	2
4247/9	Compound lubricating mizeral oil containing molybdenum disulphide and silicones ('Orelube' Oil)	3
4744 Bis	Solution with a base of polyvinyl chloride, phenolic resin and small quantities of a phthalic derivative in acetone ('Adhesivo Collante 38')	5
	Decree No. 7562	
4280	Lignocaine hydrochloride	2
4280	17β-Hydroxy 2α-methylandrost-4-ene-3-one propionate	2
4280	Ethomoxane hydrochloride ('Etoxibuxane')	2
4280	Clorprenaline hydrochloride ('Isoprophenamine')	2
4280	6-Chloro-17α-hydroxypregna 4:6-diene-3:20-dione acetate ('Clomadinone')	2
4280	Mestranol	2
4647	Powder with the characteristics of pure 8-Hydroxy-5:7-di-iodo-quinoline	2
4844	Behringwerke anti-tetanus fermo(?)-serum	2
	Decree No. 7563	
4780	Powder of lead oxide, barium sulphate and carbon, 'Negative Expender'	5
4280	Phenyltoloxamine	2
4280	Levopropoxyphene naphthalene-2-sulphonate	2
4556	2-Hydroxyethyl *n*-octyl sulphide ('Garrapaticida MGK874')	5
4259	Product with a base of the sodium salt of a sulphonic acid derived from an ester of succinic acid (with characteristics of a monosuccinate) water and a small quantity of fatty alcohols ('Hysorb P')	5
4376	1-Acetyl-4 nitrobenzene	2
4262	Dichloro-m-xylenol	3
4529	A mixture of natural citric essences	5
4397	A powder consisting fundamentally of impure calcium carbonate and a small proportion of organic matter ('Separit 55')	5
4390	Metal cylinders, 40 cm. long and 4·5 cm. in diameter, containing a powder product with a base of hexachloroethane, metallic zinc, potassium chromate, chromium oxide and zinc chloride ('Fumex' cartridges)	5
2109 Bis	A powder consisting of aluminium silicate material (clay) ('Terracote 44')	5
4271	A powder consisting of the barium salt of a fatty acid (hexoic) ('Harshaw Barium 1-V-4 Stabilizer')	5
4271	Barium stearate, with a barium content of 20·2 per cent ('Harshaw Barium IV-3 Stabilizer')	5
4447	Aqueous emulsion consisting of mineral wax, polyvinyl alcohol, an emulsifying agent and a small quantity of acetic acid ('Methacrol C')	5
4315	Alkyldichlorobenzyldimethylammonium chloride ('Benzalkon B')	2
4315	Alkylbenzyldimethylammonium chloride ('Benzalkon A')	2
4280	7-Chloro-10-dimethylaminoethyldibenzodiazepin-11-one hydrochloride	2
4280	5-Bromo-4:6-dimethyl-2-sulphanilamidopyrimidine	2
4280	Carbinoxamine	2
5039	Hexachlorophane with the addition of humectants and emulsifiers, for veterinary use ('Bilevon')	5
2109	A powder consisting fundamentally of silica containing an organic compound with a base of amineformaldehyde (coated synthetic sand)	4
4251	Liquid with the characteristics of 4-methoxy-4-methyl pentan-2-one ('Pentozone')	4
4849	A product in the form of granules or lumps consisting of a mixture of sodium borate (53·7 per cent), potassium phosphate (32·0 per cent) and manganese phosphate (3·0 per cent) and the remainder of water ('Phosphaterm R.N.')	5
4659	A powder with the characteristics of tartrazine	3
4262 Bis	2:4-Dichloro-*m*-xylenol	3
4844	Fumagillin dicyclohexylamine salt (considered as the ester of decatetraenedioic acid with an alcohol of the chemical formula $(C_{15}H_{22}O_4)$ constituting an antibiotic produced by strains of Aspergillus fumigatus, in the form of an amine salt ('Fumidil B')	2
	Decree No. 7566	
4271	Liquid with the characteristics of tin laurate ('Activator Z')	5
4280	11β:17α:21-Trihydroxy-16-methylene pregna-1:4-diene-3:20-dione ('Decortilen')	2
4280	11β:17α:21-Trihydroxy-6α-methyl pregna-1:4-diene-3:20-dione (6α-Methyl prednisolone) ('Medrone', 'Medrol', 'Metrisone', Methylhydrocortisone)	2
4280	Chlorpheniramine tannate ('Chlor-Trimeton', 'Allergican', 'Piriton')	2
4280	Complex combination of carbetapentane and tannic acid FN, Chemically 2-(2-diethylaminoethoxy)ethyl 1-phenylcyclopentane-1-carboxylate tannate	2
4563	Liquid with the characteristics of an aqueous alcoholic vegetable extract containing tannin and carbohydrates as vegetable principals (Extrapon 4 Special)	5
4563	Liquid with the characteristics of an aqueous alcoholic vegetable extract, containing tannin and carbohydrates as vegetable principals (Extrapon 5 Special)	5
4542	Powder consisting of an organic tin compound which does not have the characteristics of a tin salt of an organic acid (dibutyltin oxide)	2
4280	Liquid with the characteristics of ethyl *N*-diethylaminoethyl-2-ethyl-2-phenylmalonamate	2
4271	A yellowish white, crystalline, solid product consisting of ammonium fluoroborate ('Epikure B.F.3-400')	5
5035	A biological combination, put up in measured doses, in the form of dragees, each containing: biogenetic stimulators according to Dr. Filatow's formula (14 mg.), vitamin A (1,00 i.u.), vitamin B1 (0·5 mg.), vitamin B2 (0·5 mg.), nicotinamide (5 mg.), pantothenic acid (2·5 mg.), vitamin B6 (0·5 mg.), vitamin B12 (0·001 mg.), folic acid (0·5 mg.), vitamin C (25 mg.), vitamin D3 (200 i.u.), vitamin E (0·5 mg.), avena sativa (oats) (10 mg.), magnesium fluoride (0·0075 mg.), magnesium sulphate (0·35 mg.), manganese carbonate (0·0035 mg.), cobalt sulphate (0·175 mg.), reduced iron (1·6 mg.), aminopimelic acid (75 mg.) ('Zellaforte')	5
4317	Product in the form of crystalline powder with the characteristics of a phenolic derivative of benzotriazole (1-(2-hydroxyphenyl) benzotriazole) ('Tinuvin P')	3
4289	Aqueous solution of a product of the condensation of aldehydes (polyacrolein with low molecular weight condensed in a manner similar to aldehydes and with the same chemical reactivity) ('Aldocryl-X-12')	4
4368	Varnish consisting of a solution of an epoxy resin (thermoplastic synthetic material) in ethyl methyl ketone, which, when spread over a smooth surface leaves an adherent film ('Epanol 55-B-40')	5

'Aforos' for imports

ARGENTINE CUSTOMS Administration Resolutions establish the following index prices ('aforos') on which the surcharges and duties will be assessed. The 'aforo' system was explained in the *Board of Trade Journal* of November 10, 1961 (page 994).

Tariff No.	Item	Value C. & F. U.S. Dollars	Appraisement Unit
	Resolution No. 699		
638	Clockwork taximeter, flat rate, without attachments such as time clock, distance meter and speedometer, etc.	153·00	Each
638	Clockwork taximeter of two or more tariffs. With or without attachments	295·00	Each
	Resolution No. 700		
Not numbered	Nitrous oxide	2·55	Net kilo
	Resolution No. 701		
2292	Mercury vapour discharge lamps, 50 watts	1·70	Each
2292	Ditto 80 watts	1·80	Each
2292	Ditto 125 watts	2·50	Each
2292	Ditto 250 watts	5·45	Each
2292	Ditto 400 watts	6·45	Each
2292	Ditto 700 watts	11·00	Each
2292	Ditto 1,000 watts	17·00	Each
	Resolution No. 702		
2352	Mortise chain blades for mechanical saws and parts	15·75	Net kilo

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

TENDERS INVITED

THE DIRECTOR GENERAL, INDIA STORE DEPARTMENT (ET), Government Building, Bromyard Avenue, London, W.3, invites tenders for the supply of :-

Electronic Valves, Generally to CV Specifications.

Ref. No. 4137/63 (CDN) must be quoted in all applications.

Forms of tender which are returnable on Thursday, 21st November, 1963, may be obtained from this Office (C.D.N. Branch) upon payment of the fee (which is not returnable) of 10/-.

ARGENTINA, continued

Exemption from duties

ARGENTINE GOVERNMENT Decree No. 8221 of September 30, 1963, announces the following exemptions from duties:

Article 1 – The following drugs: Ethionamide, cycloserine, pyrazinamide (?) kanamycin sulphate, viomycin sulphate, *m*-aminophenol, benzoyl chloride and γ-picoline, intended for the manufacture of medical products used for the treatment of tuberculosis, as also any other drug that is necessary for the same use, providing that it is not manufactured in the country are hereby exempt from the payment of all import duties or customs taxes.

Article 2 – In order to enjoy the benefits granted by Article 1 of this Decree, importers must obtain a certificate from the Ministry of Health, authorizing the import of the items in question with the exemption indicated, and furthermore, justify in the case of items not expressly mentioned in Article 1, that its import is necessary for the anti-tuberculosis campaign.

It will remain for the Ministry of Public Health to prove the destination of the items imported in this manner, when, owing to their nature, they may have uses other than that for which the duty-free ruling applies.

Further modifications to import lists

Argentine Government Degree No. 7565 of September 10, 1963, modifiies as follows the lists attached to Decree No. 5439/59:

Tariff No. 4897, *o*-Xylene, is included in List No. 1 (without surcharge).
Tariff No. 4590, surgical non-adhesive external medical application 'Telfa' and similar types, is included in List No. 3 (40 per cent surcharge).

PERU

Amendments to customs tariff

BY PERUVIAN Supreme Resolution 141 of October 1, published in the *Official Gazette* of October 5, 1963, alterations are made to the duties payable on the tariff items shown below:

Tariff Item No.	Description	Specific Duties in Soles Per kilo gross
2791	Electrical refrigerating apparatus of any kind, complete or incomplete, up to 20 cu. ft. capacity	22·00
2791-A	The same, of more than 20 cu. ft. capacity	2·40
2791-B	Electrical refrigerating units or systems of any kind, complete or incomplete	2·40
2792	Electrical refrigerating apparatus of any kind, complete or incomplete, externally vitreous enamelled, up to 20 cu. ft. capacity	22·00
2792-A	The same, of more than 20 cu. ft. capacity	3·60

Note
(i) The surcharge laid down in Law 12995 does not apply to these items.
(ii) The *ad valorem* duties which are also payable on the above items are not affected by this Resolution.

JAMAICA

Import licensing arrangements

THE LIST OF exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further amended by the addition of the following new items:-

83. Machinery for manufacturing asbestos cement piping.
84. Films, Cinematograph - originating in or consigned from Hong Kong only.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Telephone: City 5757, Ext. 471).

PARAGUAY

Amendment to import regulations

H.M. EMBASSY at Asuncion report the issue of Decree No. 338 which allows the importation of semen, for the artificial insemination of cattle, free from Customs duties, additional charges and consular dues, sales taxes, exchange surcharge and the obligation to make a prior deposit.

MEXICO

Tax exemptions for new industries

GENERAL DECLARATIONS under the Law for the Encouragement of New and Necessary Industries granting tax exemptions for the following industries were published in the Mexican *Diario Oficial* on the dates stated:

Published on August 17, 1963.

1. The manufacture of **methyl alcohol.** This is declared to be a new industry and exemptions will be granted for ten years.

Published on September 19, 1963.

2. The manufacture of **steel joints for the perforation of petrol wells.** This is declared to be a new industry and exemptions will be granted for seven years.
3. The manufacture of **electric air compressors.** This is declared to be a new industry and exemptions will be granted for seven years.

Subject to their compliance with certain requirements, interested firms will be granted exemptions from payment of import duties (100 per cent.), stamp tax (100 per cent.), sales tax (100 per cent.) and income tax, Schedule II, as follows:

Industry No. 1: 40 per cent.

Industries Nos. 2 and 3: 30 per cent.

The conditions with which interested firms must comply are:

(a) They must maintain the capital structure of their company in such a form that it does not affect the net balance of payments of the country by the exportation of foreign exchange in the form of royalties, technical services, patent rights, interests, etc.

(b) Payments abroad in connection with the purchase or use of patent rights, trade marks, technical assistance, etc., whether in the form of royalties, participation in production, sales or profits, in interests or under other names, whether in cash, in stocks or in credit, will be limited to the percentage of sales which the Mexican authorities will determine.

(c) **Industries Nos. 1 and 2:** In cases where the services of foreign personnel are required, permission must first be obtained from the Ministry of Industry and Commerce to determine the term of their employment. Any foreigners employed are required to train at least two Mexicans to take over their duties when the period of their employment expires.
Industry No. 3: Only during the first year of the publication of the Special Declaration including the day of its publication, will they be able to employ a foreign technician. Any foreigners employed are required to train at least two Mexicans to take over their duties when the period of their employment expires.

(d) **Industries Nos. 1 and 2:** The agreement of the Ministry of Finance must be obtained regarding the total payments to foreign personnel in respect of salaries, honoraria, bonuses, services, etc.
Industry No. 3: Total payments to foreign personnel in respect of salaries, honoraria, bonuses, services, etc. must not exceed 10 per cent of the total wage bill for all personnel engaged in the activities for which the exemptions are granted.

(e) The firm must comply with the standards of quality which the Mexican authorities may issue.

SPAIN

Customs duty on nitrogenous fertilizers

INFORMATION ABOUT AN additional Spanish duty of 420 pesetas per metric ton on certain nitrogenous fertilizers was published in the *Board of Trade Journal* of July 1, 1960 (page 52).

In the *State Gazette* of October 7 and 12, the Spanish authorities announced the suspension, until January 6, 1964, of this compensatory duty on tariff headings 31.02-E (Ammonium sulphate) and 31.02-F (Ammonium sulphonitrate).

The measure has been taken to meet a temporary shortage on the Spanish market.

Inquiries about this notice should be made to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

(Continued opposite)

Parcels by air to Bolivia

THE GENERAL Post Office announce that from November 1, parcels for Bolivia can be sent by air mail. The inclusive rate will be 8s. 6d. for each half lb.

There will be four despatches a week.

Parcels sent by the surface route are despatched at a frequency of 1 to 5 times a month.

Liberalization of trade

THE LAST Spanish liberalization list published in the *Board of Trade Journal* of March 15 (pages 653-654) included Spanish customs tariff heading 84.15-A as due to be liberalized from January 1, 1964.

In the *State Gazette* of October 10, the Spanish authorities have announced that the forthcoming liberalization will not cover domestic refrigerators with a capacity of 250 litres or under, or furniture for refrigerators of the same capacity.

Customs duty on sugar-beet seed

IN THE *State Gazette* of October 21, the Spanish authorities announced that the customs duty on sugar-beet seed (tariff heading 12.03-B.5) is suspended until January 17, 1964.

The measure has been taken to meet a shortage in Spain at the present time.

Inquiries about this notice should be made to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

ITALY

Regulations concerning animal feeding stuffs

ITALIAN LAW No. 281 lays down standards for the manufacture, sale and import of animal feeding stuffs, which came into operation as far as imports are concerned, on September 27.

A translation of the text of this law, and of the implementing regulations, can be seen in Export Services Branch, (Tariff Section), Board of Trade, Room E.39, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450).

FRANCE

Imports of goods from Britain under negotiated quotas

A SHORT NOTICE about the opening of quotas for British goods for the fourth quarter of 1963 was published in the *Board of Trade Journal* of November 1.

The quotas have been opened for a quarter of the annual value based on the 1962 rates (see *Board of Trade Journal* of March 16, 1962). Previous notices about the opening of the quotas were published in the *Board of Trade Journal* of May 3, May 10, August 16, and August 23.

I. Quotas for which import licence applications may only be made by the following Associations or similar Organizations:

Quota No.	Organization
3	La Societe Interprofessionnelle du lait et de ses derives 'Interlait', 7 rue scribe, Paris 9, will issue to importers, as and when required, allocation certificates which will permit the clearance of goods under the global licence, in the name of each interested party.
4	Groupement National Interprofessionel des semences, graines et plants.

II. Quotas for which import licence applications will be examined simultaneously:

Full details were published in the notice in the *Board of Trade Journal* of November 1 referred to above.

III. Quotas for which import licence applications will be examined as and when received:

Applications for licences for goods falling within Quotas Nos. 5, 6 bis, 7, 12, 21, 42, 43 and 53, accompanied by a pro-forma invoice, may be sumitted to La Direction des Relations Economiques Exterieures, Service des Autorisations Commerciales (importations) 8, rue de la Tour-des-Dames, Paris. 9, from October 27 onwards when they will be examined as and when received.

IV. Quotas to be administered in Britain:

Import licence applications in respect of goods falling within the undermentioned quotas may be submitted to La Direction des Relations Economiques Exterieures from October 27 onwards when they will be examined as and when received.

Applications must bear in block letters the marks IMPORTS FROM THE UNITED KINGDOM, QUOTA NO. . . . . , and be accompanied by a pro-forma invoice or quota certificate endorsed by the appropriate British Authority. The names of these authorities are given below.

Quota No.	Authorizing authority
6	Ministry of Agriculture, Fisheries and Food, Association of Cereal Food Manufacturers Ltd., and the Scottish Oatmeal Millers' Association.
9	Board of Trade
10	Board of Trade
11	The Cake and Biscuit Alliance Ltd.
13	Food Manufacturers' Federation
14	Food Manufacturers' Federation
15	Food Manufacturers' Federation
15 bis	Food Manufacturers' Federation
16	Food Manufacturers' Federation
17	Essence Export Group
18	Rum Importers' Association of Great Britain

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Global quotas

THE FRENCH *Journal Officiel* of October 25, announced the opening of a quota for the import of bananas (Tariff heading 08-01B) originating in all foreign countries of the convertible franc zone or imported from a member country of the Organization for Economic Co-operation and Development.

Applications for import licences, on form AC, may be submitted to the Ministere des finances et des affaires economiques, direction des relations economiques exterieures, Service des autorisations commerciales (importations), 8, rue de la Tour-des-Dames, Paris 9 from October 25 onwards. Within a limit of 50 metric tons per importer licences will be granted automatically by the Service des autorisations commerciales without reference to the Ministere Technique. On presentation of the copy licence bearing a diagonal green stripe after it has been checked by the Customs, each importer may apply for a further licence within the stipulated limit.

Licences will be valid only up to November 15 ; this limited period of validity will be indicated on the licence.

Liberalization

THE FRENCH *Journal Officiel* of October 25 announced the following modifications to the list of goods for which a technical visa is required when originating in and imported from the member countries of the former Organization for European Economic Co-operation, the United States and Canada.

Under B	Ministere de l'industrie, Direction des industries mecaniques et electriques.
Delete: 87-02 BIIa ex2	Motor vehicles for the transport of goods with engines with a cylinder capacity of 3,000 c.c. or more: – with three or more axles – with two driving axles or more

(Continued on next page)

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FRANCE, continued

Replace by: 87-02 BIIa ex2	Motor vehicles for the transport of goods with spark-ignition or compression-ignition engines of a cylinder capacity of 3,000 c.c. or more: – with three or more axles – with two driving axles or more.
Under C	Ministere de la sante publique et de la population.
Delete:	
13-03 AI	Opium saps and extracts.
13-03 A exII	Saps and extracts of aloes.
13-03 AVIIIa	Other medicinal saps and extracts.
30-04	Wadding, gauze, bandages etc.

The French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

EAST GERMANY

Patents legislation

AN EAST GERMAN Law of July 31, 1963, which came into force on August 1, amended the Patent Law of September 6, 1950, and repealed the Utility Model Law of January 18, 1956. New Patent Rules also came into force on August 1, 1962.

English translations of the Law and Rules may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

Hints to Business Men visiting Syria

A REVISED edition of the booklet on the SYRIAN ARAB REPUBLIC has been published in the series of 'Hints to Business Men'.

British business men who intend visiting that country on export business can obtain copies of the booklet on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2928) **or on personal application to** Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

ISRAEL

Liberalization of imports

A REVISED LIST of items for which import licences are being issued by the Israeli authorities was published in the *Board of Trade Journal* on April 5, 1963, and lists of additional items were published on June 28 and September 6. The British Embassy in Tel Aviv has reported that the following further items may now be imported under licence:

Customs Tariff Item	Brief Description
22.10	Vinegar and substitutes therefor.
39.02	P.V.C. tubes.
44.23	Builders' carpentry items, including wooden shutters.
73.39 (a)	Steel wool.
74.11 (i)	Netting, wire gauze and fabrics woven from copper wire.
76.02	Wrought bars, rods, angles, shapes and sections of aluminium.
76.13	Netting, wire gauze and fabrics woven from aluminium.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

KUWAIT

Ban on export of sugar re-imposed

AS A RESULT of the rising price of sugar due to the recent damage to the Cuban sugar crop, the Kuwaiti Ministry of Commerce has re-imposed the ban on the export of sugar from Kuwait. This was announced in a decree issued on October 27, prohibiting the export of sugar until further notice.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2211), quoting reference C.R.E. 880/63.

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GHANA

Customs tariff amendments

THE CUSTOMS (Amendment of Duties) (No. 1) Order, 1963, published as Executive Instrument 129 on October 22, and operative from that date, makes the following amendments to the Ghana Customs Ordinance:

FIRST SCHEDULE

Part I – Import duties of customs

Item No.	Goods	Rate of Duty
		£G s. d.
1	(a) Accumulators (electric storage batteries), complete	40% *ad val.*
3	Ale, beer, cider, perry, porter and stout . . the gallon	£1 5s. 0d.
5	Apparel:	
	(1) Cardigans, jerseys, pullovers, shirts, singlets, chemises and undervests . . . . . each	£0 3s. 6d. or 50% *ad val.* whichever is the higher.
	(2) Socks and stockings . . . . . the pair	£0 0s. 6d. or 33⅓% *ad val.* whichever is the higher.
	(3) Boots and shoes, not particularly exempted in Part III of this Schedule:	
	(a) made principally of canvas and rubber or of either the pair	£0 3s. 6d. or 66⅔% *ad val.* whichever is the higher.
	(b) made of plastic including sandals . . the pair	£0 3s. 6d. or 66⅔% *ad val.* whichever is the higher.
	(c) other, including sandals, slippers, house shoes and other footwear	40% *ad val.*
9A	Bottles, common, empty, including jars and pots ordinarily imported for the packing or bottling of local manufactured products	5% *ad val.*
10A	Cement . . . . . the cwt. gross	£0 1s. 6d.
12	Cotton or artificial silk manufactures, including mixtures of cotton and artificial silk:	
	(1) Piece-goods:	
	(a) Printed or coloured or dyed in the piece the square yard	£0 1s. 6d. or 66⅔% *ad val.* whichever is the higher.
	(b) Velvets, velveteens, plushes and other pile fabrics the square yard	£0 3s. 0d. or 66⅔% *ad val.* whichever is the higher.
	(c) Fents . . . . . the pound	£0 3s. 0d. or 66⅔% *ad val.* whichever is the higher.
	(e) Grey unbleached . . . the square yard	£0 2s. 0d. or 66⅔% *ad val.* whichever is the higher.
	(f) White bleached . . . . the square yard	£0 2s. 0d. or 66⅔% *ad val.* whichever is the higher.
	(3) Towels and towelling . . . the square yard	£0 4s. 0d. or 66⅔% *ad val.* whichever is the higher.
14A	Gold, bullion or partly worked, but excluding imitation jewellery	10% *ad val.*
16	(a) Hollow-ware, domestic, made wholly or mainly of plastic, aluminium, iron or steel, tinplate, tin, or other non-ferrous metals, whether or not glazed or enamelled, but excluding builders' sanitaryware for indoor use and parts of such ware admitted as such by the Comptroller . . .	66⅔% *ad val.*
20	Matches – in boxes containing 50 matches each or less the gross boxes	£0 17s. 6d.
	(Matches in boxes containing a greater quantity than 50 matches each to be charged in proportion.)	
	For the purpose of this item five 'booklets' of matches shall be regarded as two boxes provided each 'booklet' contains not more than 20 matches.	
23	Oils:	
	(1) Illuminating including kerosene, power paraffin and other refined burning oils . . . . the gallon	£0 1s. 6d.
	(2) Lubricating . . . . . the gallon	£0 2s. 0d.
	(3) Motor spirit and products ordinarily used as such; benzine, benzoline, naphtha (non-potable), gasoline petrol and petroleum, aviation spirit, all kinds of shale and coal tar spirits but not including kerosene, power paraffin and other refined burning oils . the gallon	£0 3s. 0d.
	(4) Diesel, fuel, furnace and gas . . . the gallon	£0 1s. 6d.
	(5) Gases, petrol and other gaseous hydrocarbons the pound	£0 0s. 2d.
23A	Packages, tin containers ordinarily imported for the packing of locally manufactured products	5% *ad val.*
25A	Paper, toilet	50% *ad val.*
26A	Plastic wares other than hollow-ware	66⅔% *ad val.*
28	Provisions:	
	(1) (b) Biscuits, bread and cakes . . . the pound	£0 3s. 0d.
	(5) Confectionery:	
	Sweetmeats, crystallized fruits, candied or preserved ginger, ice cream, jams, marmalades, fruit jellies, mincemeat, and products intended for use as beverages; but not including articles particularly exempted under Part III of this Schedule . .	66⅔% *ad val.*

(*Continued on next page*)

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PRESTWICK	Cargo Service Building, 390 Prestwick Airport, Ayrshire. (Tel.: Prestwick 78006).
MANCHESTER	326 Chester Road, Manchester 16. (Tel.: Trafford Park 2241). Building 8, Manchester Airport. (Tel.: Mercury 5262, Ext. 236).
BIRMINGHAM	Gazette Building, Corporation Street, Birmingham 4. (Tel.: Birmingham Central 3417).

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GHANA, *continued*

Item No.	Goods	Rate of Duty
	(5) Fish, all kinds . . . . . the pound	£0 0s. 6d.
	(9) Lard and other rendered pig fat and substitute the pound	£0 0s. 6d.
	(12) Oil:	
	(a) edible	25% *ad val.*
	(b) industrial purposes and admitted as such by the Comptroller	10% *ad val.*
	(14) Products:	
	Essences and syrups intended for use in the preparation of soft drinks	66⅔% *ad val.*
	(16) Saccharin (including substances of a like nature or use)	33⅓% *ad val.*
31	Rubber and rubberized canvas and other materials imported for the manufacture of canvas and/or rubber footwear admitted as such by the Comptroller	10% *ad val.*
33	Soap:	
	(1) Common, in bars or cakes . the hundred pounds	£1 2s. 0d.
	(2) Toilet	50% *ad val.*
34	Spirits:	
	(2) Spirituous medicinal preparations other than those specifically exempted from duty under Part III of this Schedule	33⅓% *ad val.*
35A	Accessories and fittings imported for the manufacture of plastic goods and admitted as such by the Comptroller .	20% *ad val.*
37	(1) Travel goods made of vulcanized fibre, of artificial plastic sheeting, of paper board or of textile fabric . . .	50% *ad val.*
	(2) Materials imported for the manufacture of travel goods and admitted as such by the Comptroller . . .	10% *ad val.*
39	Umbrellas and parasols	33⅓% *ad val.*

(*Note:* The items with the suffix 'A' are new items.)

Part III – Exemptions from import duties of customs

Item No.	Amendment
4	Insert: '4 (4) A captain of the Girls' Brigade for the use of the members of a body of the Girls' Brigade recognized by the Government'.
23	Omit paragraph (2) and renumber Item 23 (1) as Item 23.
40	Substitute: '40. Fishing: (1) Fishing hooks, fishing floats, fishing nets and netting; (2) Protective clothing for fishermen certified by the Chief Fisheries Officer and admitted as such by the Comptroller.'
42	Omit Item 42.
53	Substitute the words 'plant materials', for the words 'plant, materials'.
54	Substitute for paragraph (2), the following: '(2) Machinery accessories, appliances, and plant, which the Comptroller is satisfied is or are for use exclusively in connection with any machinery detailed above in this item'.
55A	Insert, immediately after Item 55, a new Item 55A: '55A (1) Materials, machinery and equipment including accessories and spare parts imported by the Volta Aluminium Company Limited for the construction of the smelter to be erected at Tema by such company and thereafter for the maintenance of the smelter. (2) Alumina and other materials, machinery and equipment including accessories and spare parts imported by such company after the construction of the smelter referred to in paragraph (1) for the operation of the smelter. (3) Materials, machinery and equipment including accessories and spare parts imported by such company for use of any mines operated by the Company'.
66	Substitute, for Item 66, the following: '66. Packages, excluding bags, sacks, bottles, tin and cardboard containers, ordinarily imported for the packing and transport of goods the product of agricultural, manufacturing or industrial operations within Ghana, and packing materials which the Comptroller is satisfied are imported exclusively for use with such packages and coopers' stores, admitted as such by the Comptroller'.
67	Substitute, for Item 67, the following: '67. Paper bags imported for cement refilling and admitted as such by the Comptroller'.
68	Substitute, for Item 68, the following: '68. Paper, cardboard (excluding building board), polyethylene, and cellophane, imported for the manufacture of paper products or containers and admitted as such by the Comptroller'.
76	Substitute, for paragraph (1), the following: '(1) Chocolate, all kinds'. Omit paragraph (2) and renumber paragraphs (3), (4) and (5) as (2), (3) and (4).
90	Substitute, for Item 90 (1), the following: '(1) Vehicles or tractors mechanically propelled designed solely for use in agriculture, excavating, or levelling operations or the construction and maintenance of roads, motor ambulances, mobile dispensaries, mobile workshops, fork-lifts and platform trucks'.

Any inquiries relating to this notice should be directed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscriptions and sales inquiries should be addressed to the publishers at either of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Extension 1195.

Purchase tax amendments

THE GHANA PURCHASE TAX (Amendment) Act, 1963, amends the Second Schedule to the Purchase Tax Act, 1961, and provides for the following new rates of purchase tax to be charged on commercial vehicles from October 23:

Second Schedule

Tariff Item	Article	Rate of Purchase Tax
21 (a) (i)	(2) Commercial vehicles imported and fully assembled outside Ghana, or commercial vehicles assembled in Ghana, other than commercial vehicles of the description specified in paragraph (3) below:	
	(a) Where the value does not exceed £G800	10%
	(b) Where the value exceeds £G800 but does not exceed £G1,500	15%
	(c) Where the value exceeds £G1,500 but does not exceed £G2,500	25%
	(d) Where the value exceeds £G2,500	33⅓%
21 (a) (ii)	(3) Commercial vehicles substantially assembled in Ghana:	
	(a) Where the value does not exceed £G800	5%
	(b) Where the value exceeds £G800 but does not exceed £G1,500	7½%
	(c) Where the value exceeds £G1,500 but does not exceed £G2,500	12½%
	(d) Where the value exceeds £G2,500	20%

Imports into Ghana

EXTRACTS WERE published in the *Board of Trade Journal* of October 25 1963, from an Exchange Control Notice to Banks issued in Ghana which stipulated that, with limited exceptions, importers were required to submit manufacturers' invoices as well as suppliers' invoices when applying for approval to remit payment for imports.

Paragraph 4 of that Notice has now been amended by the addition of the words 'or stockist' to the definition of what is meant by manufacturers' invoices.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2709), quoting reference C.R.E. 5595G.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by December 2.

District of Lourenço Marques

Lalgi Mangi
M. Popatlal Haribhai & Ca.
Gujral & ca., Limitada
K. J. Varma, Suc.
Alimahomed Hassam
Amirali J. Gulamhussen
Amod Bava
Daya Lala
Dilchad H. Jamahomed
Haribhai Kalabhai Patel
Joossub Osman
Manhomed Ayoob
Marendra Shantilal
Narotam & Ca. (Casa Elefante)
Nathabhai Dajibhai
Noormahomed Ahmad
Omar Cassim
Omar Mahomed Omar
Parahbudas Naran
Pusbphen Haridas Gokal
Suleman Hajee Gani
Sarojni Velji

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3082).

ETHIOPIA

New investment law

A DECREE (No. 51 of 1963) to Provide for the Encouragement of Capital Investment in Ethiopia was published in the Ethiopian official gazette, the *Negarit Gazeta* of September 16, from which date the Decree took effect.

The main provisions are as follows:

(a) **Income tax relief**: New enterprises with investments of Eth. $200,000 or more will be exempt from income tax for five years. Existing enterprises which invest Eth. $400,000 or more of new capital on expanding their business will enjoy exemption from income tax for three years.

(b) **Exemption from import duties and taxes**: Machinery and equipment imported for use in agricultural and industrial enterprises will be exempt from customs duty, transaction tax, municipal and other taxes, providing that similar goods are not being produced in Ethiopia. Subject to a similar provision, such exemptions will also apply to constructional materials imported for building factories, but not offices or living quarters.

(c) **Exemption from export duties**: Manufactured goods for export may be exempt from export duties and transaction taxes for a certain time if such assistance is needed to make the exports competitive.

The Decree also contains a general assurance of freedom of remittance of profits, interests and dividends, repatriation of the proceeds on liquidation of an investment, and remittance of salaries by foreign personnel.

It also provides that foreign investors setting up industries in Ethiopia will be permitted to acquire land for the purpose.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2449).

Transaction taxes

PROCLAMATION No. 205 of 1963 announces alterations to existing Ethiopian legislation. The main changes are, in general terms:

(a) A Turnover Tax of 1 per cent on gross revenues from sales. There are certain sales exempted from this tax; among these are sales by importers of goods which they themselves imported.

(b) A tax on construction work levied at the rate of 2 per cent on the cost of such work. Among the exemptions are projects of national importance.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.7. (Tel. Trafalgar 8855, Ext. 2449).

FEDERATION OF RHODESIA AND NYASALAND

Import of honey

FEDERAL GOVERNMENT Notice No. 312, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of October 11, amends the Control of Goods (Import and Export) (Agriculture) Order 1960 by permitting the import of honey from countries other than a Southern country on such terms and conditions as may be specified in a permit which may be obtained from the Ministry of Agriculture in Salisbury or the equivalent body in Northern Rhodesia or Nyasaland.

Note: 'Southern Country' means Angola, Basutoland, Bechuanaland Protectorate, Kenya, Mozambique, Ruanda, Burundi, Republic of the Congo (formerly Belgian Congo), South-West Africa, Swaziland, Tanganyika, Uganda, Republic of South Africa or Zanzibar.

Telephone service to Nigeria

THE GENERAL Post Office announced on November 1, that in order to meet increased demand for telephone calls to Nigeria, a fourth telephone circuit had been provided. The hours of service of the new channel will be 10.30-12.15 G.M.T., Monday-Friday. The hours of service of the existing three circuits remain unchanged, viz.:

Circuit 1. 08.15-20.30 G.M.T., Monday-Saturday, 09.30-11.30 Sunday; Circuit 2. 08.15-19.30 G.M.T., Monday-Saturday, 08.30-10.30 Sunday; Circuit 3. 08.30-17.00 G.M.T., Monday-Friday.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION List No. 354, published in the Republic of South Africa *Government Gazette* of November 4, states that the Board of Trade and Industries has received the following applications affecting the Republic's Customs Tariff:

For an increase in duty on:

1. Sodium bisulphate to 25 per cent *ad valorem*.
2. Salicylic acid B.P., acetylsalicylic acid, methylsalicylate, salicylamide, P-Aminosalicylic acid, sodium acetate and magnesium trisilicate to 20 per cent *ad valorem* with a minimum of 15 cents per lb. (intermediate column), and to 35 per cent *ad valorem* with a minimum of 25 cents per lb. (maximum column).
3. P-Acetaminophenol phenacetin to 35 per cent *ad valorem* with a minimum of 50 cents per lb.

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 13639/63.

Import control—1964

TELEGRAPHIC ADVICE has been received from the British Embassy, Pretoria, that initial import quotas for 1964 have been announced. The following is a preliminary summary:

(A) Manufacturers will continue to get requirements of raw material, plant, etc., based on current consumption plus six months 'stockpile'. The usual provisions about local availability apply.

(B) Merchants importing raw materials for resale will have initial allocation of 75 per cent of import facilities during the first nine months of 1963.

(C) Group A and B consumer goods – same initial allocation as 1963 (Group A – 60 per cent of the average annual imports during 1959 and 1960; Group B – 30 per cent of an importer's assessment basis).

(D) Initial import quotas for merchants importing wheeled tractors and implements – 75 per cent of 1963 total. New quotas for motor industry to ensure no overall shortage of vehicles.

Extended telephone service to Gambia, Sierra Leone and Kenya

THE GENERAL Post Office announced on October 31 that extended times of telephone service are now in operation between this country and Gambia, Sierrra Leone and Kenya. The extensions have been made in order to meet increased demand for telephone calls to these areas.

The services now available are:

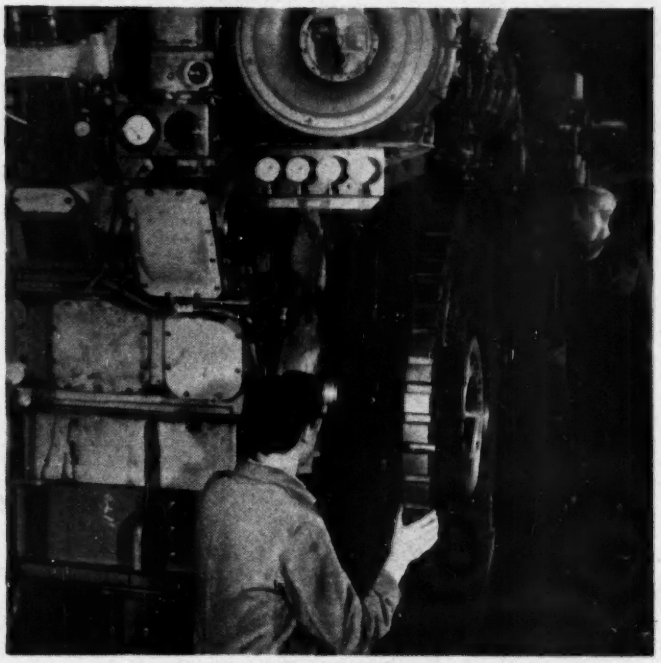
Gambia; between 15.30 and 16.45 G.M.T. on all days except Sunday (an extra 15 minutes).

Sierra Leone; between 12.45 and 15.30 G.M.T. on all days except Sunday (an extra 30 minutes).

Kenya; between 08.30 and 10.15 G.M.T. and 14.00 to 17.00 G.M.T. Monday to Friday (an extra 60 minutes).

A second telephone circuit has also been provided between London and Khartoum to meet the demand for calls to the Sudan. Calls can be made between 08.30 and 18.00 G.M.T. on Monday to Friday and between 08.30 to 12.30 G.M.T. on Saturdays.

British equipment for New Zealand hydro-electric scheme



Positioning the flywheel of an English Electric 1980 h.p. diesel engine at the firm's Preston works. This is for one of the three 1400 kW diesel-alternator sets the firm is supplying to Utah-Williamson-Burnett Joint Venture to provide power for construction work on the 5½ mile long, 30 feet diameter tailrace tunnel forming part of the 700 MW Manapouri hydro-electric scheme in South West New Zealand. The whole project is being engineered and controlled by English Electric's Diesel Engine Division, which is based at Brownsover Hall, Rugby. The main engine castings were cast in the Rugby works foundry and the engines are being built and tested at Preston. The alternators are being made at Bradford.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.*

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Exporters should ask for a FREE copy of our

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1. At all the major airports throughout the world KLM maintain their own staff of trained cargo personnel. Export *and* import documentation is speeded up and customs formalities are skilfully completed. Time saved on the ground means that your goods arrive sooner.

2. KLM packaging and loading experts are practical men whose sole job is to investigate and advise shippers throughout the world on the simplest and best means of air-freighting their products.

3. Spacious new Air Freight buildings at London Airport house both export and import departments. Outgoing capacity *alone* is over 90 tons each week.

4. KLM recently opened the biggest cargo area at Idlewild Airport. It has a capacity of more than 250 tons of freight, handles five DC-7 freighter aircraft at a time, and weighs 18 tons of imports simultaneously.

ECONOMY

1. KLM reputation for punctuality is so high that a well known American firm of underwriters offers a Time Arrival Guarantee Scheme in which they offer *KLM shippers only* an insurance against freight delay at astonishingly low premiums.

2. KLM offers attractive quantity discounts for large consignments to 105 cities in 68 countries—e.g. to the U.S.A.—up to 66⅔% saving on normal rates—plus still lower commodity rates for a large variety of goods.

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2. KLM recently handled the biggest freight charter in civil aviation history. 1,000 tons of insecticide was rushed from U.S.A. and Europe to save the entire Egyptian cotton crop.

DC7-C freighter aircraft being loaded outside the new KLM buildings at Idlewild.

You can fly your freight by KLM to any one of 68 countries. KLM have the world's second largest air network: 144,000 unduplicated route miles.

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Manchester Airport,
Wythenshawe.
Prestwick Airport.
Glasgow, Ayrshire.

KLM

BURMA

Import licence announcement

THE GOVERNMENT of the Union of Burma has announced that all importing of goods under Open General Licence has been stopped as from October 28 except by the People's Stores Corporation. Importers have been warned to cancel orders immediately if goods concerned had not been despatched by sea or air on October 28. All irrevocable letters of credit issued before October 26 will be honoured. However, orders for goods on Bills of Collection should be cancelled immediately if not shipped before October 28.

MALAYSIA (FEDERATION OF MALAYA)

Pioneer Industries Ordinance, 1958 (I)

THE BOARD OF TRADE have been informed by cable that the Government of the Federation of Malaya have also announced that, subject to representations made in writing to the Minister of Commerce and Industry before November 30, 1963, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
A. Contractor plant and quarrying machinery	(i) Bituminous sprayers (ii) Road brooms (iii) Motor control graders (iv) Road rollers (v) Grader blades (vi) Front and rear end loaders (vii) Dozer attachment for wheel tractors (viii) Back hoes and back fillers (ix) Hydraulic rippers (x) Earth drills for truck or tractor mounting (xi) Auger heads up to 6 feet in diameter for use with drilling equipment (xii) Towed and self-propelled pneumatic tyred rollers up to 100 tons (xiii) Vibrating compactors towed and self-propelled (xiv) Sheepsfoot and tamping rollers
B. Paper and pulp . . .	Cellulose wadding

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 1236/4/G.

Pioneer Industries Ordinance, 1958 (II)

THE GOVERNMENT of the Federation of Malaya has announced that the following industry and products have been declared a Pioneer Industry and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
Glass Manufacture	(i) Figured glass (ii) Glass Blocks (iii) Glass Fibres (iv) Plate Glass (v) Sheet Glass (vi) Wired Glass

The proposal to designate these products was announced in the *Board of Trade Journal* of August 30, 1963, pages 478 and 481.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 1236/4/G.

HONG KONG

Customs tariff amended

THE BOARD OF TRADE have received a copy of the Hong Kong *Government Gazette* Legal Supplement No. 2 dated October 11, 1963, containing a copy of the Dutiable Commodities Ordinance, 1963. This Ordinance which came into operation on October 16, 1963, amends the Hong Kong Tariff to read as follows:

Duties on Liquors

Type of Liquor	Rates per gallon		
	Hong Kong origin	Commonwealth origin	Other origin
	$	$	$
Part I (European-type liquors)			
Liqueurs, brandy, whisky, gin, rum, vodka and other spirituous liquors	63·00	63·00	73·00
Champagne and other sparkling wines	—	36·00	44·00
Still wines above 15 per cent alcohol by volume	—	20·00	25·00
Still wines not more than 15 per cent alcohol by volume	—	16·00	20·00
Still wines above 15 per cent. alcohol by volume imported in casks	—	10·00	15·00
Still wines not more than 15 per cent alcohol by volume imported in casks	—	8·00	12·00
Cider and perry and other similar beverages	—	2·00	2·50
Beer, except cider and perry, not exceed 1,055° original gravity	1·60	1·80	2·20
and in addition for every degree by which the original gravity exceeds 1,055°	0·04	0·04	0·05
Intoxicating liquors in this Part above the strength of 22° under proof, for every degree above such strength in addition to the duties specified above	0·50	0·50	0·60
Part II (Non-European-type liquors)			
Non-European wines	10·00	10·00	12·00
Non-European type spirits including Chinese type spirits, sake, arrack	6·50	6·50	7·50
and in addition for every one per cent by which the alcohol strength by volume exceeds 30 per cent	0·26	0·26	0·30
Part III (Industrial-type liquor)			
Ethyl alcohol and admixtures containing ethyl alcohol	6·50	6·50	7·50
and in addition for every one per cent by which the alcoholic strength by volume exceeds 30 per cent	0·26	0·26	0·30

(Continued on next page)

Looking ahead

Britain's economy explained in official broadsheets and posters

Broadsheets:

Group I — Trade Expansion
1. *Why?* (why must we expand exports?)
2. *How?* (how are we going to do it?)
3. *Where?* (where are our potential markets?)

Group II — Economic Growth
4. *Economic Growth* (why we need to 'grow' faster)
5. *Target for Growth* (what it means: Neddy's role)
6. *Action for Growth* (how to reach our growth rate)

Group III — Aspects of Growth
7. *Growth and Change* (how should industry plan?)
8. *Growth and Manpower* (how must we use manpower?)
9. *Growth and Investment* (how do we get the tools?)
10. *Our Aid Effort* (how we help poorer countries)

Poster:
1. 'What we sell abroad'

Further broadsheets and posters are planned. Broadsheets 1 to 10 and Poster 1 are available now (free) from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

Provided that the Director may assess the duty on intoxicating liquors not specified in Part I or II, at the rate prescribed for liquor which in his opinion most nearly approximates to the liquor on which duty is to be assessed:

Provided also that the Director may in his discretion assess the duty on any quantity of liquor of less than two gallons, imported at any time in one consignment, at $50 per gallon.

Duties on Tobacco

	$ per lb.
A. on Manufactured tobacco:	
(1) Unstripped tobacco containing:	
(a) 10 per cent or more of moisture by weight:	
(i) tobacco of Commonwealth origin	5·45
(ii) other tobacco	5·75
(b) less than 10 per cent of moisture by weight:	
(i) tobacco of Commonwealth origin	5·48
(ii) other tobacco	5·78
(2) Stripped tobacco containing:	
(a) 10 per cent or more of moisture by weight:	
(i) tobacco of Commonwealth origin	5·60
(ii) other tobacco	5·90
(b) less than 10 per cent of moisture by weight:	
(i) tobacco of Commonwealth origin	5·75
(ii) other tobacco	6·05
B. on Manufactured tobacco:	
(1) Cigars:	
(a) of Commonwealth origin and manufacture	6·50
(b) of Commonwealth manufacture only	7·25
(c) other cigars	9·00
(2) Cigarettes:	
(i) of Commonwealth origin and manufacture	6·60
(ii) of Commonwealth manufacture only	7·20
(iii) other cigarettes	8·10
(3) Other manufactured tobacco including snuff and cigar cuttings:	
(i) of Commonwealth origin and manufacture	5·20
(ii) of Commonwealth manufacture only	5·80
(iii) Chinese prepared tobacco	2·50
(iv) other varieties	6·70

Duties on Hydrocarbon Oils

	$ per gallon
(a) light oils:	
(i) motor spirit	1·50
(ii) other light oils	0·10
(b) heavy oils:	
(i) diesel oil for public omnibuses owned and operated by China Motor Bus Company Limited and by the Kowloon Motor Bus Company (1933) Limited, respectively	0·50
(ii) diesel oil for other road vehicles	1·00
(iii) other diesel oil and other heavy oils not specified above	0·10

'Motor spirit' means any light oil which has been rendered suitable for use as fuel in any internal combustion engine by the addition of any compound or compounds of lead and any other light oil suitable and intended for use in any internal combustion engine.

Duty on Table Waters payable at the rate of 48 cents per gallon.

Duty on Methyl Alcohol

Duty payable on methyl alcohol at the rate of $7·50 per gallon and in addition for every one cent by which the strength of methyl alcohol by volume exceeds 25 per cent, 30 cents per gallon.

CEYLON

Import of ayurvedic drugs

IMPORT CONTROL Notice No. 36/63 issued by the Ceylon Controller of Imports and Exports on September 25, listed drugs of the ayurvedic group which may now be imported without an individual import licence.

The list of drugs may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Import of dulcin

IMPORT CONTROL Notice No. 38/63 issued by the Ceylon Controller of Imports and Export on September 30, informed importers that a specific individual licence is now required for the import of dulcin (a sweetening agent) from any source. It also states that no licences will be issued for its importation.

Import quota registration scheme

IMPORT CONTROL NOTICE No. 39/63 issued on October 11, 1963, contained the following list of items for which importers are required to provide, on or before November 5, 1963, the same particulars as those asked for in Import Control No. 19/63 for the purpose of registration of import quotas. Details of Import Control Notice No. 19/63 were published in the *Board of Trade Journal* of May 24, 1963 (page 1215).

UNIT (5) – MACHINERY AND EQUIPMENT

Quota Item No.	
103	Splash-proof accumulators and batteries for motor vehicles (721-19)
104D	Electric lamp bulbs (other than of fifteen watts to one hundred watts with standard bayonet cap suitable for 220 to 250 volts (721-03)
151	Engineering Stores (as defined in Import Control Notice No. 34/63)
152	Tractors, complete (713-01)
153	Tractor implements, complete (713-01)
154	Parts for tractors and tractor implements (713-01)
155	Typewriters, complete and parts thereof (714-01)
156	Accounting, book-keeping, calculating and other office machines (including cash registers and dictaphones) complete and parts thereof (714-02)
157	Parts for printing and book-binding machinery (716-07)
158	Handloom textile weaving accessories (716-08)
159	Weighing machines (excluding laboratory scales) complete and parts thereof (716-13)

UNIT (6) – FOOD, DRINK AND TOBACCO

1	Alcoholic beverages (112)

UNIT (7) – ARTICLES MAINLY UNMANUFACTURED

43	Cotton, raw and waste (263)
43A	Moulding sand (272-02)
43B	Fire clay (272-04)
43C	Emery, crude (272-07)
43D	Marble, unworked (272-08)
43E	Industrial Talc. (272-19)
43F	Tortoise shells and ivory (unworked) (291-01)
44	Plants and parts of plants for use in dyeing and tanning (including barks for dyeing and tanning and turmeric root) (292-01)
47A	Cheeyakai (soap-nuts) (292-04)
48	Animal oils, fats and greases (excluding lard) (411-02)
50	Olive oil (412-05)
51	Palm kesnal oil (412-06)
52	Castor oil (412-11)
53	Vegetable oils (other than linseed oil, olive oil, palm kesnal oil and castor oil) (41)
54	Oils and fats processed and waxes of animal or vegetable origin (413)

UNIT (8) CHEMICALS

5	Mineral tar and other crude chemicals from coal, petroleum and natural gas (521)
6	Synthetic plastic materials in primary forms (599-01)
7	Insecticides, fungicides, disinfectants and similar preparations (599-02)
8	Miscellaneous chemical materials and products (599)
9	Coal-tar dyestuffs and natural indigo (531-01)
55	Dyeing and tanning extracts and synthetic tanning materials (532)
57	Essential oils, perfumes and flavour materials (including essential vegetable oils and synthetic materials and compounds) (551)

UNIT (9) – MANUFACTURES (LEATHER, RUBBER, WOOD AND PAPER)

13	Tea and other chests including fittings (other than metal) – plywood (631-02)
15	Paper board (641)
61	Leather – (a) Leather tanned (611-01) (b) Leather (other than tanned) (611-01)
62	Machine leather belting (612-01)
62A	Soles and heels, wooden (612-03)
63C	Rubber fabricated materials (including rubber solution and rubbing compound) – other (621-01)
65	Machine belting in the length (vulcanized rubber) (629-09)
67	Cork manufactures (including cork sheets and cork stoppers) (633)
68	Paper bags, cardboard boxes and other containers of paper or cardboard (including bags for packing Ceylon produce for export) (642-01)
69	Cigarette paper cut to size (642-09)
70	Stencils for use in duplicating machines (642-09)

UNIT (10) – TEXTILES

72E	Yarn, cotton (651)
72F	Yarn, other than cotton (651)
73	Roofing felt including asphalted (655-04)
80G	Polishing cloth (655-09)

UNIT (11) – MISCELLANEOUS MANUFACTURES

93	Surgical, medical and dental instruments and appliances (861-03)

CEYLON, continued

94	Measuring, controlling and scientific instruments (including mathematical instruments) (861-09)
95	Cinematograph films – not exposed (862-02) – (a) Films of a width of less than 16 mm. (b) Films of a width of 16 mm. or more
98	Buttons and studs, including hooks and eyes and snap-fasteners (except those of precious metals and precious stones) (899-05)
99B	Brushes of all materials (other than artists' brushes) (899-13)
100A	Natural history specimens (899-21)
101	Manufactured articles for educational purposes (including school slates and montessori apparatus but excluding toys) (899-99)
143	Artists' materials excluding paints and brushes, n.e.s. (899-99)
144	Printers' materials, n.e.s. (899-99)
145	Laminated plastic sheets (899-99)
146	Surgical belts and safety belts (899-99)
147	Gas masks and parts thereof (899-99)
148	Hearing aids and parts thereof (899-99)
149	Vacuum flasks (899-99)
150	Artificial dentures, limbs and eyes (899-99)
	UNIT (12) – TRANSPORT AND ELECTRICAL APPARATUS AND APPLIANCES
29A	Tradesmen's cycles (not motorised) (733-01)
31	Radio spares – for maintenance and repairs (721-04)
107	Electric apparatus for medical purposes and radiological apparatus (721-11)
160	Motor cycles and motor scooters (732-02)
	UNIT (13) – BUILDING MATERIALS (AND LIGHTING FIXTURES)
32	Cement (661-02)
32A	Glazed wall tiles (662-01)
111	Electric lighting accessories and fittings, n.e.s. (812-04)
112	Chimneys, globes and shades for lamps and lanterns (812-04)
113	Central heating apparatus and parts thereof (furnaces for central heating, boilers, radiators and conduits) (812-01)
115	Building materials of asbestos, of cement and of unfired non-metallic minerals (other than asbestos ridges, sheets and tiles) (661-09)
118A	Polishing wheels and stones (663-01)
	UNIT (14) – METALS (AND MANUFACTURES OF METALS)
130	Finished structural parts made of base metals (including assembled structures) (699) (a) Door and window frames (b) Other
132A	Wire mesh made of brass and alloys of copper (699-06)
132B	Wire nails of sizes half inch and less (699-07)
135	Safes (699-11)
142	Chains (iron and steel) black or ganvanized (699-29)
142A	Slotted angles and similar products (of base metals) (699-29)
142B	Seals and stoppers (of base metals) (699-29)
142C	Flat smoothing irons, non-electric (699-29)
142D	Electrodes for welding and welding rods (699-29)
142E	Springs, steel (699-29)

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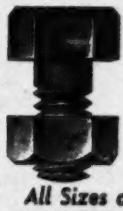

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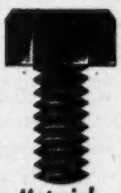

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	13 Sept. 1963
– final (Q)	11 Oct. 1963
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	1 Nov. 1963
Catering trades turnover (M)	11 Oct. 1963
Chemical industries production (6-M)	1 Nov. 1963
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Income and finance (Q)	1 Nov. 1963
New companies registered (M)	27 Sept. 1963
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Value of overseas trade (M)	1 Nov. 1963
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Provisional figures (Q)	18 Oct. 1963
Industrial production:	
Census, first results (A)	14 Dec. 1962
Index nos. (M)	25 Oct. 1963
N. Ireland index (M)	25 Oct. 1963
Insurance companies:	
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N. Ireland index (M)	25 Oct. 1963
Shipping movement at U.K. ports (Q)	13 Sept. 1963
Stocks:	
Manufacturers and distributors (Q)	11 Oct. 1963
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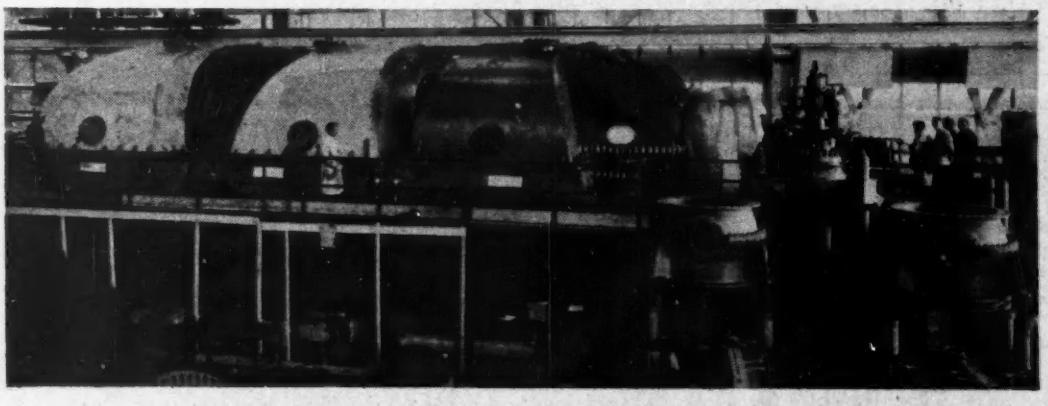
Clothing and textiles orders and deliveries (M)	18 Oct. 1963
Man-made fibres production (M)	1 Nov. 1963
Wholesale houses sales (M)	18 Oct. 1963
Wool and cotton output (M)	18 Oct. 1963
Tourist traffic (M)	25 Oct. 1963
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	18 Oct. 1963

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	11 Oct. 1963
Board of Trade Departments	3 Aug. 1963
Board of Trade Regional Organization	This week
ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	1 Nov 1963
U.S. Consular Offices in the U.K.	21 July 1961



This 220 MW turbine running at 1,800 r.p.m., the largest so far built in Northern Ireland and the most powerful yet made for nuclear energy in the United Kingdom, has been run on test at the Larne works of AEI's Turbine-Generator Division where it was manufactured. It is being supplied to the Douglas Point nuclear power station of Atomic Energy of Canada Limited. It is believed that this is the largest saturated steam turbine for nuclear operation yet built in the world.

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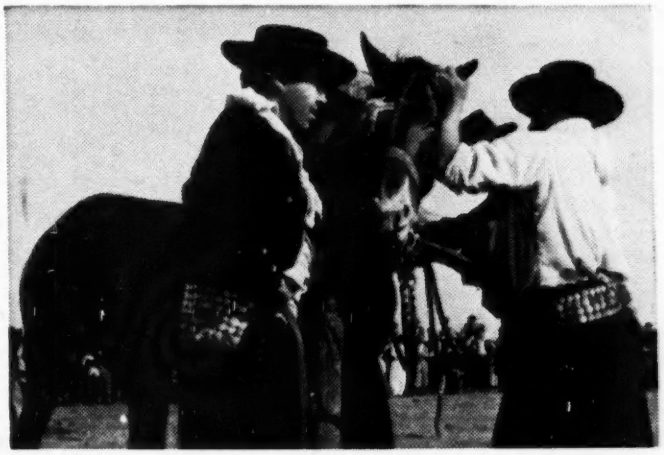
THE CITY OF STEEL SELLS TO ARGENTINA

The Argentine Republic, seventh largest country in the world, is the most southerly on the South American continent. Its climate and geography range in character from the Mediterranean type areas of the north to the Norwegian fjord-like scenery of the south. There are over 22 million inhabitants, more than 6 million of them living in the capital, Buenos Aires.

Argentina's most important exports are the products of cattle rearing and agriculture—meat, wool and hides, wheat and maize. Britain is her chief export market for these commodities, in 1961 approximately £61 million worth being sold here.

In return Argentina imports from the United Kingdom. The Steel Company of Wales is one of the British companies represented in this extensive market.

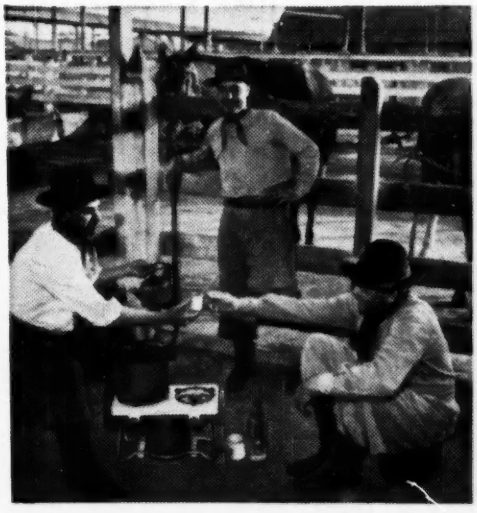
In 1962 the total of world exports from 'The City of Steel,' the vast steelworks at Port Talbot, was over £35 million, accounting for 45% of Britain's sheet steel exports and 75% of her tinplate exports. These figures were achieved in the face of heavy competition.



"Gauchos," the men who handle the great cattle herds

CORNED BEEF ON THE HOOF The Argentines exported about 100,000 tons of canned meat in 1961. Here are some of their cattle en route to a beef packing station. Much of the meat is canned in tinplate made by The Steel Company of Wales—the biggest single supplier of tinplate to the Argentine.

COLD COMFORTS Argentine housewives enjoy the benefits of the country's large electrical appliance industry. Several of the companies making refrigerators in the Argentine are importers of sheet steel from The Steel Company of Wales.



BREW UP—ARGENTINE WAY Cowboys make *mate*, the special tea of the country. They use a gas heater made by Longvie S.A. and a pot and kettle from Capea. Both companies are importers of sheet steel from Port Talbot.

STREET SCENE This Rambler station wagon, on the Calle Cordoba, one of the main streets in downtown Buenos Aires, is one of the cars produced by Industria Kaiser Argentina using sheet steel from Port Talbot.

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